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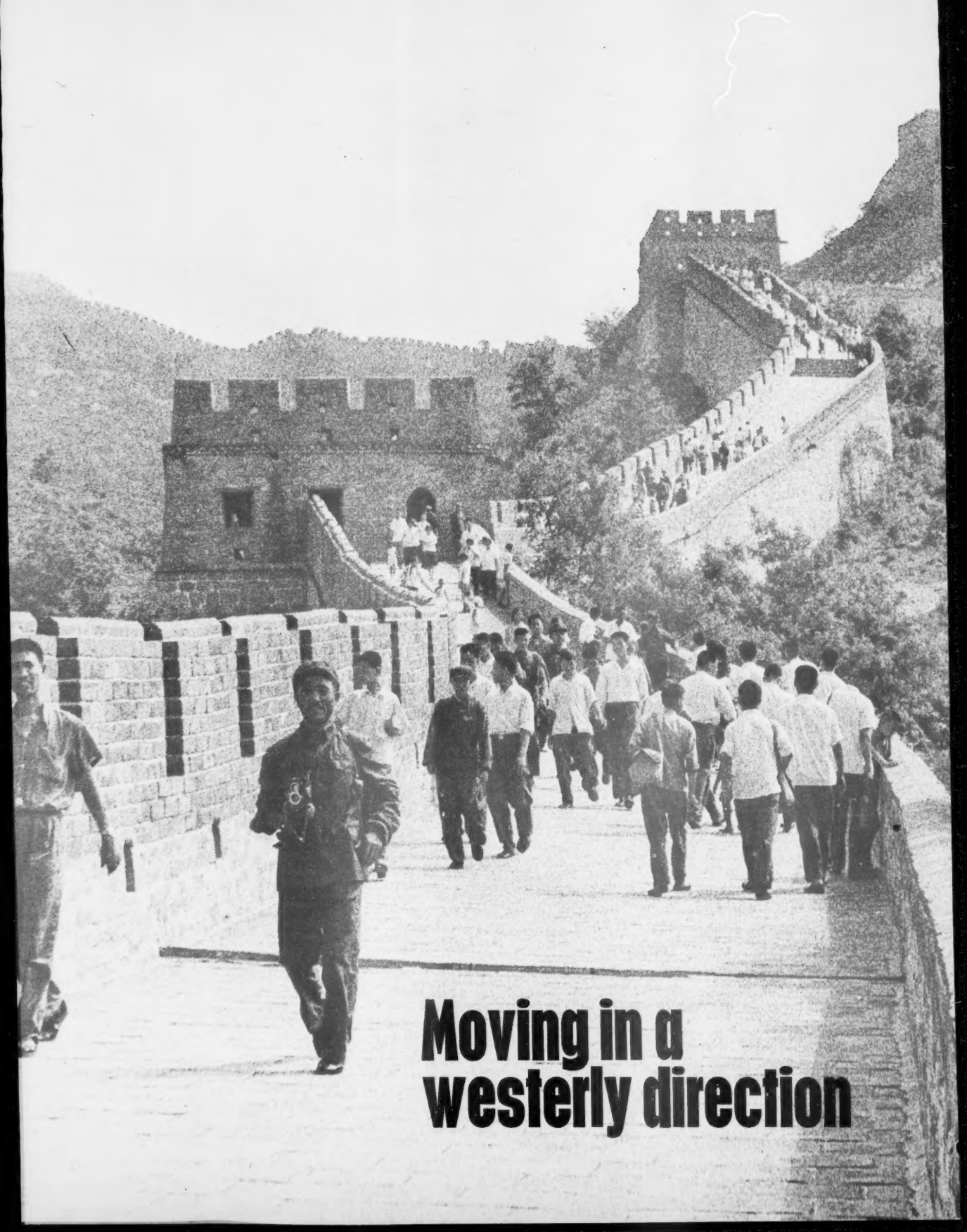

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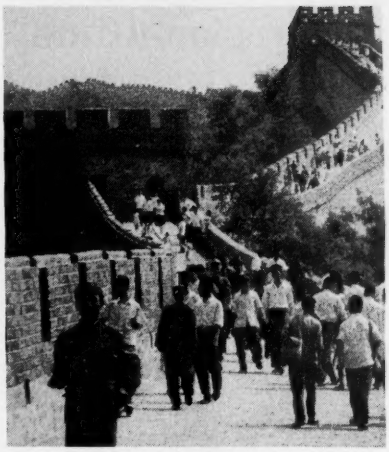

British Shipbuilders' deal with China (page 204) is an example of new trade opportunities with the people's republic. Our market report explains the mechanics of trading with China in the light of its new political direction (page 222). Photo: Gil and Ann Loescher

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Trade and Industry this week

HOME

'No change' says report on unit trust charges

There is no case for changing the charges levied on unit trusts at this time and, if maximum charges are to continue to be regulated by the Department of Trade, there is no case for changing the present formula.

These are two of the conclusions in a Price Commission report published on Tuesday made to the Department of Trade following the commission's inquiry into unit trust management charges.

Announcing the publication of the report, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping said, in a parliamentary answer, that the commission also raised the question whether regulation should be dropped, with a view to achieving greater flexibility and competition.

The commission recommended a strengthening of the arrangements for informing prospective purchasers of the charges to be made. It believed that the unit holders' interests would be best served if trustee and audit fees continued to be paid from the management companies' income, as this encouraged strict control of such fees, he said.

The department is discussing these conclusions with the Unit Trust Association, and any others interested are invited to send their comments by 28 February to Branch 1B, Companies Division, Department of Trade, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB. Copies of the report are available from the Department of Trade Library, Room LG30, 1 Victoria Street, London SW1H 0ET, price £1.75 post free, cash with order.

BIM report proposes closer education/industry relationship

The need for more people in education and industry to be brought together 'in a closer and more understanding relationship' is emphasised in a report published on Tuesday by the British Institute of Management (BIM). The report was compiled by a working party under the chairmanship of Sir Donald Barron, which examined the Department of Industry discussion paper 'Industry, education and management' (*Trade and Industry*, 29 July 1977).

The situation in relation to education has improved, says the report, since the department's discussion paper was written and since some of the statistics used in it were issued. Recent trends show an increasing demand for industry-oriented courses; training in industry is at a higher level than ever before; and there are signs of increasing success in the many schemes for bringing about a closer relationship between industry and education.

The working party has made 21 specific recommendations which the BIM could put to its members for action. They are also offered to other parties, with an interest in the issues discussed, for them to note when formulating their own plans. The recommendations cover industry's image, schools curriculum and career guidance, higher education, recruitment and development, women in industry and rewards and incentives.

'Industry, education and management – report of the BIM working party' is available from Publications Sales, Management House, Parker Street, London WC2, £1.50 to subscribers and members, £3.00 to others.

Energy saving seminars continue

A further series of one-day seminars on energy saving in industry to encourage the more efficient use of energy in manufacturing industry will be held this year. They are being organised by the Department of Industry through its energy conservation section and the appropriate research associations. Each will cover a specific sector of industry.

The first of the series – for the chemical industry – will be held in London on 28 February. Other seminars will be held for the textile industry in Manchester on 28 March, and for the paper-based industries in London on 25 April.

Each seminar will include practical examples of what can be achieved in that industry in the more efficient use of energy. The findings of the industrial energy thrift scheme for the particular sectors of the industry covered will be presented. They will also provide an opportunity for the exchange of ideas and information between management and all those concerned with energy use.

Peachey report

The inspectors' report on the affairs of Peachey Property Corporation Ltd was published on Tuesday. Raymond Incledon Kidwell and Stanley David Samwell were appointed as inspectors on 29 April 1977 under the provisions of section 165(b) of the Companies Act 1948. The report, which was submitted on 11 December 1978, is available from HMSO, £4.00.

EUROPE

UK receives £13m from regional fund

Contributions of £13 million from the European regional development fund towards the cost of projects in the United Kingdom were announced on Wednesday (31 January) by the European commission. This brings the total fund contribution to UK projects since the inception of the fund in 1975 to £263.1 million.

This is the first allocation from the fund this year. The £13 million relates to one industrial and 44 infrastructure projects located in the UK assisted areas.

OVERSEAS

S.E. Asia mission notches up £5m orders

Orders worth over £5 million are expected by companies as a result of a London chamber of commerce mission to Malaysia, Singapore and Thailand, which returned to the UK on Sunday. Commenting on this success, mission leader Dr Paul Northcott, a director of W. S. Atkins and Partners, Epsom, said there had been a number of developments recently to increase trade between the UK and the Association of south-east Asian nations. The latest example was the invitation by Dr Upadit, Thai foreign minister, to have talks with the mission in Bangkok. 'This invitation is an exceptional and signal recognition of the Thai government's policy of strengthening relations between the two countries' said Dr Northcott.

Romanian minister's visit

Gheorghe Petrescu, Romanian minister state secretary of the ministry of machine building industry, on arrival at the office of trade secretary John Smith (right). Mr Petrescu was in London for the meetings this week of the UK-Romanian joint commission.

Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Financial executive.** BSc, MBA. An intelligent and ambitious young administrator whose early background was in electronics and telecommunications. Has consultancy experience.
Age 28 Salary £8,000

2. **Accountant.** Intermediate ACA. A very likeable and well presented Audit Senior with 8 years professional experience who now wishes to develop his career in industry with increasing responsibility.
Age 28 Salary £7,000

3. **Financial Services** BA (Econ), AIB. Part ACMA. An accountant with substantial experience in financial services, O&M, investigations and general administration in large manufacturing group. Promotion blockage and salary freeze.
Age 31 Salary £8,000

4. **Financial Exectutive.** BSc (metallurgy), MSc, ACMA. With strong financial analyst background in a major international manufacturing group. Four years experience in Africa. Particularly interested in electronics and information systems. Promotion blockage.
Age 31 Salary c £11,000

5. **Controller and Company Secretary.** FCA, MBA. A highly intelligent and enterprising man with selling and entrepreneural experience as well as being a practical administrator with systems experience.
Age 31 Salary £8,000

6. **Financial Controller and Co Secretary.** ACCA. An intelligent and likeable man whose professional experience includes publishing and retail group management in UK and Africa.
Age 32 Salary £8,500

7. **F/C and Corporate Development Manager.** FCA, ATII. Good French and German. An outstanding financial executive with major international group experience in manufacture and trading. Widely travelled and prepared to locate to any main financial centre.
Age 32 Salary £15,000+

8. **Management Accountant.** ACCA. A mature and able executive with substantial costing experience in the Service industries, with major international groups. Seeking career development.
Age 34 Salary £7,000+

9. **Financial Controller.** FCA. Good French. An able manager of the overseas division of a highly technical manufacturing group (T.O. £24m) seeking a career move with a more ambitious company.
Age 34 Salary £11,000

10. **Financial Director/General Manager.** FCA. His substantial international experience includes 4 years industrial G/M experience of a German subsidiary company.
Age 41 Salary £15,000

11. **Project/Financial Controller.** ACMA with 8 years experience of electronic assembly manufacture. Frustrated by career and salary blockage, now seeking ultimate career move.
Age 45 Salary £8,000+

12. **Group Treasurer/Co. Secretary.** AIB, LLB, FCIS. A particularly able large international group executive (borrowings £250m +) seeking greater personal responsibility and remuneration to match. Location very flexible.
Age 49 Salary c £20,000

MARKETING

13. **Salesman.** BA Hons fluent Russian and French with 4 years' experience in customs and excise. He now wishes to move into export selling. An intelligent young man who is willing to learn and to relocate as necessary.
Age 27 Salary c £5,000

14. **Export Office Manager.** BA. Fluent French and German. M. Inst. Exp. A very promising export salesman with a good knowledge of freight forwarding, who wishes to develop his sales career and remuneration more rapidly.
Age 28 Salary £5,000

15. **Export Sales Manager.** BSc (Physics), MSc (Optics), BA (Japanese). Fluent Japanese and Polish, good French, German and Yugoslavian. An outstanding young manager with successful experience as an enterpreneural M/D in electronic components. Seeking greater challenge and remuneration with high quality products. **Age 30 Salary c £10,000**

16. **Sales Director.** Part ACA. M.Inst. Mkt. Good French successful experience with vacumetalised and plastic products and in managing a sales team.
Age 32 Salary £6,000

17. **Marketing/Sales Director.** BSc Marine Science. With international experience in engineering automotive and building product. Has handled substantial sales team. Wishes to be based overseas—anywhere.
Age 33 Salary c £20,000

18. **Sales Manager.** M. Inst. Exp. and Mkt. Good French and Spanish. Experienced particularly in hardware, DIY, and security and safety equipment, and a good knowledge of Europe, Middle East and North African markets.
Age 34 Salary c £8,000

19. **Area Sales Engineer/MD.** Fluent German good French with a good knowledge of heating and air conditioning equipment and responsibility for northern European market. Seeking greater responsibility and remuneration.
Age 34 Salary £6,500

20. **Area Sales Manager.** Fluent French and Spanish, working Portugese and Italian. A mature and well balanced manager with a successful practical knowledge of the autosense, autoparts industry and of the wines and spirits trade.
Age 36 Salary £10,000

21. **Area Manager.** A German national fluent in English, French, Italian and Spanish. A successful general and commodity trader, particular knowledge of paper industry. Promotion blockage and salary freeze.
Age 43 Salary c £10,000

22. **National Sales Manager.** BA. MSc. Has managed a substantial sales force in the life assurance and animal feed industries. Seeking fresh opportunity on completion of MBA course. **Age 46 Salary £12,000**

23. **Technical Marketing Manager.** BSc (electronics and electrical eng). Fluent German, good French with substantial large international manufacturing group experience coupled with small company enterpreneuralism, especially in telecommunications.
Age 46 Salary £14,000

24. **Export Manager.** Fluent French, Greek, Italian, good Farsi, Arabic and Hindustani. He has the ability to sell almost any product anywhere but especially rubber, plastics and construction equipment. Has handled large sales force and negotiated franchises.
Age 49 Salary c £13,000

GENERAL MANAGEMENT

25. **Surveyor.** HNC land surveyor, some Arabic. Recently lead a successful team in Libya. Unmarried, hardworking professional and prepared to move anywhere overseas.
Age 24 Salary £10,000+

26. **Technical Manager.** BSc Civil Eng, MSc. Good French and German. A properly ambitious young civil engineer who wishes to join a large group on the completion of his current course in May 1979. Has sound financial planning experience. **Age 27 Salary c £10,000**

27. **Technical Executive.** BSc (Agriculture), Hons MBA. Good French and German. An agriconomist with 3 years basic farming experience and 2 years in the Ministry. Ambitious to join large international agricultural group to utilise fully his well rounded farming experience.
Age 29 Salary c £10,000

28. **Senior Executive.** BSc (Econ), MBA (INSEAD). Fluent French and Italian, German and Spanish. A high level consultant at both governmental and industrial levels. An outstanding man with a good knowledge of urban and regional development, the leisure industry, tourism and motor trades. Recently married seeking fresh opportunity with career development potential.
Age 34 Salary £15,000+

29. **Field Admin Manager.** Part ACCA. With strong financial background as Head of Audit for 26 international branches of major international manufacturing group. Seeking fresh opportunity. **Age 35 Salary £8,000+**

30. **International Security Manager.** MIPM. With responsibility 70,000 + employees in 30 different countries as well as physical and information security of major industrial group. Seeking fresh opportunity.
Age 51 Salary £8,000+

31. **General/Marketing Manager.** LLB. Good French some Italian. An able young M/D well suited to the fashion industries (especially shoes). He has a very strong sales, marketing and agency background.
Age 36 Salary £15,000

32. **Plant Manager.** HNC Elect and Mech Eng. With 12 years' international experience in mining, petrochem and construction industries and overall responsibility for all cranes, transport and earth moving equipment, etc. Seeking ultimate move in line management, location as necessary. **Age 42 Salary c £20,000**

33. **Managing/Marketing Director.** MBA a French national, fluent English, German, and Italian. A most impressive executive with exceptional knowledge of the top end of the Rag Trade and fashion industries internationally. Promotion blockage. **Age 30 Salary FF180,000**

34. **Works Manager.** BSc Chem Eng (1st Class Hons), AMI Chem E, ARIC. A highly professional engineer whose career has been in the production of pharmaceuticals and fine chemicals. Tough and highly efficient. Now seeking ultimate move. **Age 48 Salary c £20,000**

35. **Hardware Audit Manager.** BSc Elect Eng, MIEE. His whole career has been concerned with computers, electronic controls, servo mechanism and instrumentation. Now wishes to make ultimate move to greater responsibility. **Age 50 Salary £12,000+**

36. **Chief Executive.** BSc Elect and Mech Eng, AFRA&S, MI Mech E, MIEE. With substantial technical management experience both high and low technology. Strongly international with sound marketing experience over a wide range of industries. Seeking ultimate move with greater responsibility. **Age 51 Salary £12,000+**

NOTES:
(i) Each one of the above executives has been interviewed by us and we consider them to be amongst the best in their particular line. There are of course others which space precludes.
(ii) If you are interested in an executive of similar characteristics please contact me.
(iii) If you personally feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence. We would like to meet you for a brief general discussion to discuss your future. There is absolutely no hidden obligation or registration fee.

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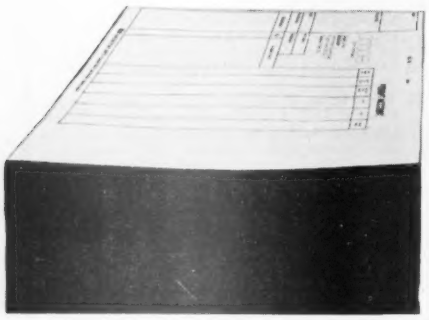

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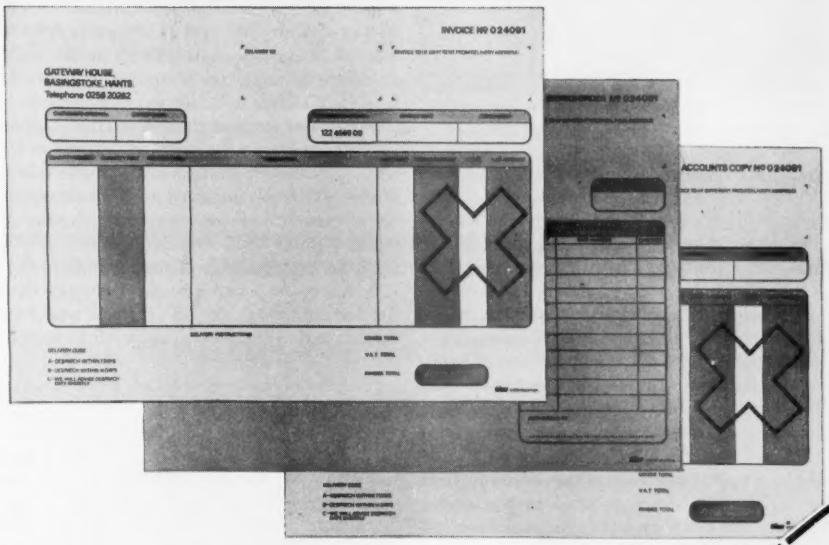

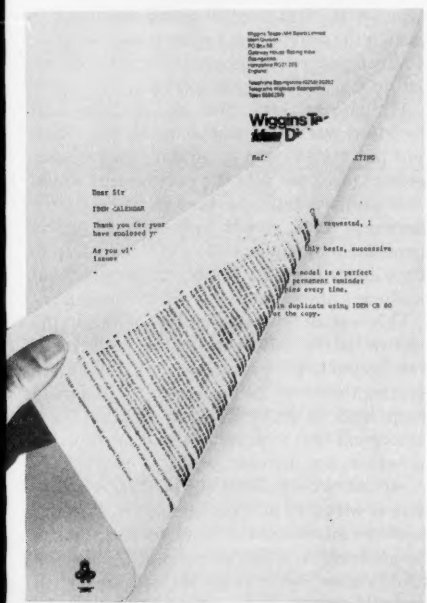

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Home news

Haulage dispute: output 90 per cent normal – Varley

'Industry coped remarkably well'

Describing the effects on industry of the road haulage dispute, industry secretary Eric Varley told the house of commons on 26 January that goods were leaving factories at a lower rate than production and this differential could not be sustained indefinitely.

Shortages reported by industry had included many types of chemicals, ferrous and non-ferrous metals and semi-manufacture, foundry supplies, castings, various forms of packaging, vehicle components, asbestos and timber. Industries which used these products had also been hit, such as the textiles and rubber industries, Mr Varley pointed out. Both imports and exports of industrial materials had been restricted by the action of pickets but this was very difficult to quantify.

Many firms and workers had managed through strenuous efforts to keep production going. In the previous week, around half of the firms in the country were estimated to have produced at about their normal rate. It was impossible to calculate precise figures, but overall output was reckoned to be about 90 per cent of normal. However, some firms were down to 70 per cent or 60 per cent of normal, or even less.

Provisional estimates suggested that around 200 000 workers were laid off as a result of the road haulage dispute. This was less than had been expected earlier. The guaranteed working week was masking the numbers affected. Firms were holding on to their workers for the time being rather than laying them off immediately, Mr Varley explained.

The effects of the road haulage dispute – shortage of materials, inefficient working methods, loss of sales, or an underemployed workforce – had damaged a large number of firms financially. Industry had coped remarkably well but continuation of this dispute would be damaging to the UK's balance of trade, would undermine the efficiency and viability of many firms, and endanger the livelihoods of millions of trade unionists.

Not too late to halt inflation – Healey

Britain will be back to inflation on a par with that of 1976 within a year if the increase in the nation's earnings in the current pay round is as high as 15 per cent. This warning was given by Chancellor of the Exchequer Denis Healey in the commons on 25 January.

Mr Healey said that given this assumption on pay, inflation would move into double figures by the summer and would probably reach 13 per cent by the end of the year. All the ground that had been gained in the fight against inflation in the last three years would be lost.

Mr Healey stressed that he was making this 'gloomy' and so far 'unjustified' assmption for wholly illustrative purposes. It was not too late to call a halt. He believed such a halt would be called only if all concerned on both sides of the bargaining table were brought face to face with the consequences of their actions.

A heavy responsibility for the risks that Britain now faced lay on all those who had contributed to the present situation by undermining the government's pay policy and had lauded the advantages of totally free collective bargaining in a free market.

Continuing the outline the economic consequences of breaching the government's pay guidelines, Mr Healey explained that a 15 per cent increase in earnings would also create formidable problems for the government's fiscal and monetary policy. It was already possible to make a rough assessment of the problems which the government would face in the spring budget.

Taking the new public expenditure white paper as a base, the effect of the pay and price increases following from a 15 per cent earnings outturn would be to increase the cost of services, which central government was planning to provide, by over £1,000 million in the next fiscal year, to raise the costs of local authority services by another £1,000 million and to raise the costs of the nationalised industries by only a little less – about £3 billion in all. Mr Healey pointed out that the effect on the public sector borrowing requirement would however be considerably less – perhaps under half as much – because of the extra tax revenues generated not only by the public sector pay settlements but by settlements in the private sector.

'Fifteen per cent pay round – 1976 inflation'

Faced with such increases in expenditure and in the public sector borrowing requirement the government would be compelled to seek reductions in the volume of public expenditure. The consequences on public services would be severe. For example if all local authority workers got a settlement of 15 per cent there would be 100 000 fewer people at work in local authorities than now, unless local authorities were prepared to finance the increased wages with a doubling of the present average rate increases from 10 per cent to 20 per cent.

To the extent that reductions in volume were not automatically brought about by sticking to cash limits in the programmes concerned, they would have to be met by other cuts in public expenditure or by larger or earlier increases in prices charged by the nationalised industries to cover their cost increases. The only other alternative would be to raise taxation.

Some increases in taxation would be necessary in any case since some public expenditure was open-ended and could not be subject to cash limits. Moreover it would be unfair to burden the public sector with the sole responsibility for offsetting excesses which had occurred no less in the private sector.

Mr Healey said that all that he had described was only half the result. If the current pay round were to produce an earnings outturn of 15 per cent the government would have a duty to limit the damage caused to the economy. That would inevitably mean an increase in unemployment and a reduction in the standards of the public services without producing any increase in real take-home pay.

This was all on top of the loss of jobs in the private sector where excessive settlements were bound to price some people out of jobs, to bankrupt some of the firms which had agreed them, and to make it likely that any new investment that took place would be intended to reduce, not increase, jobs.

No one who finished up in these circumstances with a 15 per cent increase in earnings would be any better off than if he had stuck to the government's pay guidelines, because he would have been paid the difference in confetti money. The advantages that he thought he was gaining would be swallowed up in higher prices and taxes before the year was out.

Revitalise industry to regenerate wealth – Fraser

Britain is sitting on a gold mine and there is no insuperable reason why workers in Britain should not enjoy an even better standard of living. This point was made by John Fraser, Minister of State for Prices and Consumer Protection, at the TUC Industrial Strategy conference in Leeds on 26 January.

'The Industrial Strategy,' said Mr Fraser, 'is at the heart of this government's policies to revitalise UK manufacturing industry.' There was no reason why we should not regenerate vast additional wealth for private consumption and social advance, he said.

When the strategy was launched, it was in the face of a severe recession, rising oil prices and galloping inflation. But in spite of the difficulties, unions, management and government had remained committed to it, Mr Fraser explained.

All government departments had been closely examining their policies to ensure they were in step with meeting industry's needs. The prices department was conscious of the need to keep down prices but at the same time had to recognise that firms must earn adequate profits for investment.

Standards and specifications also formed an area of great concern to many industries. The Warner report had identified four areas where government had a direct interest, namely standards, quality assurance, government procurement, and metrication. Revised and updated guidelines for government representatives involved with standards work would be published shortly.

On quality assurance, a consultative document inviting views on the need to develop a national strategy for quality had been circulated, Mr Fraser said. Ministers in all major purchasing departments were giving high priority to ensuring that their requirements were related to standards and overseas requirements. And new machinery had been set up to reduce the level of public purchase from abroad. Work was continuing on the standardisation of public purchasing specifications.

Kaufman to assist Home Secretary

Gerald Kaufman, Minister of State at the Department of Industry, has been asked by the Prime Minister to assist Home Secretary Merlyn Rees, who is chairman of the committee of ministers looking at the current industrial situation.

Mr Kaufman's job is to look at reports coming in from various parts of the country and to try to sort out the difficulties as they arise. He will report to the Home Secretary. Mr Kaufman will be working from the Cabinet Office where reports on the situation are being received. He will, however, continue where possible to carry out departmental responsibilities.

Bill to strengthen Price Commission powers

Major safeguard provisions of the 1977 Price Commission Act are to be removed by a bill introduced on 24 January by Secretary of State for Prices and Consumer Protection Roy Hattersley.

The Price Commission (Amendment) Bill gives effect to the Prime Minister's announcement in the commons on 16 January that the government proposed to remove the provisions by which applications for price increases are automatically allowed, irrespective of the judgement of the Price Commission (see *Trade and Industry*, 19 January, page 90).

The bill will remove the requirement under section 9 of the Price Commission Act for the secretary of state to make regulations specifying the basic levels of profits that individual firms are not prevented from earning by restrictions on prices or margins during or following Price Commission investigations.

Discretion

The Price Commission will retain its power to allow interim price increases at its discretion under criteria contained in section 2 of the act, which include efficiency, profitability, and the need to keep costs down by making the best use of resources. It has exercised this power already on several occasions, in spite of the safeguards originally introduced into the legislation in response to uncertainty in industry about how the commission would exercise its new powers under the 1977 act.

Safeguards will continue in force in regard to examinations carried out under section 10 of the Price Commission Act, which normally cover complete sectors of industry. This is because the government or the Price Commission will not always be able to assess the effects on individual firms of general recommendations on prices and margins for a whole sector.

Consultations

The government intends to amend the existing regulations by statutory instrument as soon as possible after the bill is passed in order to provide appropriate safeguards for their limited remaining purpose. Existing safeguards will apply until then in respect of examinations. The Department of Prices and Consumer Protection is consulting representatives of industry, employees and consumers about the new regulations.

Present regulations

The present regulations will continue to apply during the investigation of price increases notified to the Price Commission on or before 16 January.

Animal feed prices

Manufacturers of animal feedstuffs have been given temporary exemption from the need to pre-notify increases in prices to the Price Commission.

Secretary of State for Prices and Consumer Protection Roy Hattersley made an order on 24 January relieving manufacturers of animal feedstuffs of the need to give the Price Commission 28 days' notice of proposed increases in their prices.

The order, which will be revoked as soon as conditions permit, is designed to assist manufacturers who are experiencing difficulties in obtaining raw materials during the lorry drivers' dispute and need to change their specifications and prices on a day-to-day basis. Feedstuffs manufacturers will still have to give the Price Commission details of price changes within 14 days of implementing any increase, allowing the commission to investigate individual prices, if it so wishes, under powers contained in section 5 of the Price Commission Act 1977.

DoI advance factories

Northallerton

Work has started on an advance factory of 450m² for the Development Commission at Leeming Bar industrial estate, Northallerton. The premises should be ready for occupation in July.

Inquiries regarding purchase or lease: Regional Director, Department of Industry, Priestley House, Park Row, Leeds, tel: 0532 443171.

Bideford

An advance factory of 900m² is to be built for the Department of Industry at Alverdiscott industrial estate, Bideford, Devon. Work is expected to start this month and the premises should be ready for occupation in July.

Inquiries regarding purchase or lease: Department of Industry, Phoenix House, Notte Street, Plymouth, PL1 2HF, tel: 0752 218914 or Regional Director, Department of Industry, The Pithay, Bristol, BS1 2PB, tel: 0272 291071.

Moving in at Teesside

Yarm Engineering Services has occupied terrace unit premises of 250 m² built by the English Industrial Estates Corporation on the Department of Industry's Teesside industrial estate at Thornaby.

The company manufacures and designs control panels and requires the new premises to expand production.

Merger proposals cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley had decided, on the information at present before him, not to refer the proposed merger between the Rank Organisation Ltd and Leisure Caravan Parks Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

NEB invests £15m in high technology office systems

National Enterprise Board has entered the field of high technology office systems with an investment of £15 million in a new subsidiary, Nexos Office Systems. It is expected that a further £25 million will be required as new product opportunities arise. This would be invested as justified by future plans.

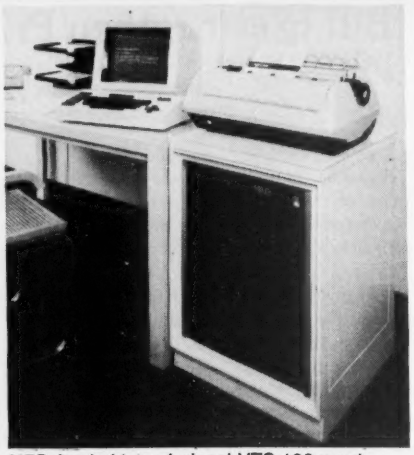
Simultaneously Logica announced the formation of a company – Logica VTS – to operate as its primary vehicle in office systems. It will have equity funding of £500,000 and an unsecured medium-term loan facility of £750,000 provided by NEB.

Nexos and Logica VTS will work in close conjunction to supply a comprehensive range of word processing products. Logica VTS will be responsibile for production and development, and Nexos for marketing and support.

The relationship with Logica VTS is the first step in Nexos' plans to develop a comprehensive office system for the 1980s. In addition to marketing, Nexos will co-ordinate and, where necessary, fund the development of such a system. Further two-way exclusive agreements will be entered into with one or two other suppliers to ensure the provisions of key products and skills.

In addition to these plans, the links which the NEB already has with several companies in the electronics field will provide Nexos with valuable back-up.

Over the past three years, Logica has pioneered a British presence in the UK word processing industry. Many of the country's largest private and public sector companies are among its customers. The activities of its VTS (video typing systems) division will be transferred to Logica VTS. This new company will continue to sell and supply the Unicom share logic system, a Unilever development undertaken by Logica and which now has a leading position in the UK market. Logica's own recently launched VTS 100 stand-alone product will continue to be produced by Logica VTS and will be marketed through Nexos.



NEB-funded 'stand-alone' VTS 100 word processor.

Logica's previously announced agreement in principle to separate from Planning Research Corporation (PRC) was completed last week, with the signing of agreements for restructuring the Logica group.

The Logica computing and consulting companies will be owned by a newly formed company, Logica Holdings. Fifty-one per cent of the shares of Logica Holdings will be held by a non-operating investment company, formed by Logica group staff shareholders, to be named Logica Securities. The NEB is subscribing for 20 per cent of Logica Holdings, and is financing the remaining 29 per cent intended to be placed with international investors. In addition NEB will hold 20 per cent of Logica Securities.

Company formed to market System X overseas

Agreement has been reached in principle between the partners in System X, the all-electronic telephone exchange system, to form a new company, to promote the system in the world's markets.

The partners – The General Electric Company Ltd, Plessey Telecommunications Ltd, Standard Telephones and Cables Ltd and the Post Office – are convinced that System X is a world-beater and that collaboration in the new company is the most effective way of pooling their resources to meet the stiff competition in selling overseas.

The legal formalities to establish the new jointly owned company are now under way and John Sharpley, marketing director of Plessey Telecommunications Ltd, has been selected as managing director designate.

System X is a family of electronic exchanges forming part of a new generation of technically advanced equipment. The largest single telecommunications development project ever undertaken in Britain, it makes the most effective and economic use of up-to-the-minute technologies and techniques. More than 800 engineers are working on the project and overall development costs are expected to amount to some £150 million.

Belt up bill published

Drivers and passengers will be compelled to wear seat belts if a new bill, published on 25 January, becomes law. The Road Traffic (Seat Belts) Bill follows the announcement on 2 November 1978 by William Rodgers, Secretary of State for Transport, that he proposed to introduce such a bill in the present session of parliament.

The bill will give the secretary of state powers to make wearing of seat belts compulsory. But before making such regulations, with scope for exemptions, he will have to consult representative organisations, and compulsory use of seat belts would not be enforced immediately.

The new regulations would apply only to types of vehicles and seating positions where fitting of seat belts is required by law – drivers' and front passengers' seats of cars (other than three-wheelers) registered since 1 January 1965, light vans registered since 1 April 1967, and three-wheeled vehicles first used since 1 September 1970.

Exemptions from wearing seat belts will be subject to further consultation. The secretary of state's general intention is to draw exemptions more narrowly than was proposed in previous attempts to introduce enforcement. It is not, for example, proposed to exempt children, because for safety they should either use a belt, if sitting in the front seat of a car, or sit in the back. But there will be exemption by doctor's certificate. The maximum penalty for not wearing a belt will be a fine of £50.

It is intended that the bill should be subject to a free vote by the commons on second reading.

The voluntary approach has so far achieved a wearing rate of only around 50 per cent, less when not driving on motorways, whereas compulsory usage in Europe ensures a wearing rate of over 80 per cent without exceptional measures of enforcement.

Research shows that in Britain around 1000 deaths and 10 000 injuries could be prevented each year, with a possible saving of £50 million to the health services.

Britain wins first stage of Chinese shipbuilding deal

A contract for the first stage of design engineering work for the modernisation of China's shipbuilding industry has been won by Britain. It was signed in Peking on Monday by A. and P. Appledore International and is the first of its kind to be placed by China.

The contract will form part of the discussion on the co-operation between the Chinese and British shipbuilding industries, which is among the industrial and trade developments that industry secretary Eric Varley will raise when he holds talks in Peking next month.

The contract covers the initial stages of modernising the Kwangchow Shipyard (Canton), one of four yards toured by a British mission which visited China in October. Led by Admiral Sir Anthony Griffin, chairman of British Shipbuilders, the mission was composed of representatives of British Shipbuilders, A. and P. Appledore International and the British Marine Equipment Council.

Commenting on the significance of the breakthrough, Admiral Griffin said 'We have made it clear throughout our discussions that we are seeking a very wide co-operation with our friends in the Chinese shipbuilding industry. We want to co-operate on research and technical developments and believe there is great scope for increased business between both countries.

'We also made it clear we believed the important thing was the speed of the follow up and by this very important first step we have not been disappointed. We now expect to be able to develop the business further, resulting, we hope, in orders for new shipbuilding placed in the UK'.

See market report on China, page 222.

Too much get-up-and-go can ruin your business.

Do this little test to see if we're right.

Walk down your corridor at a prime working time, say eleven in the morning or four in the afternoon.

See how many people are in their offices. You may be surprised how many are not.

No, they're probably not malingering.

When you ask, many of them will tell you that they were in the building, but in someone else's office.

Others will tell you they were driving to a client, or checking a consignment had arrived.

Ask yourself, is that the best way to use their talents?

Ask yourself, could they be using their time more efficiently?

Ask yourself, could telecommunications help them do more of their work from their desks and probably save you money into the bargain?

And if you answer the last two questions with a 'yes', jog their memories with a memo telling them it makes sense to make more use of the phone. Then you'll go places.

We're here to help you.

New regulations for beer measuring instruments

Measuring instruments for beer and cider can no longer be fitted with sight glasses, windows or other devices for showing that the measuring chamber is properly charged and discharged. They must be fitted with devices which prevent any liquid being discharged from the chamber before it is full and prevent the measuring chamber being re-charged before it has been properly emptied.

This is the effect of new regulations published on 19 January amending regulations made in 1965 governing the use of measuring instruments, other than capacity measures, for beer and cider for retail sale on licensed premises. The new regulations safeguard customers from receiving short measure – an offence under the Weights and Measures Act 1963.

The change does not apply until 1 January 1982 for instruments fitted with sight-glasses which were stamped as fit for use for trade before 12 February 1979. Instruments for measuring other intoxicating liquors are not affected by the new regulations.

'Measuring instruments (intoxicating liquor) (amendment) regulations 1979', SI 1979 No. 41, are available from HMSO, price 20p.

'Exactly how many pints do you have to drink before you approve of the new measures, Stan?'

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699. ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Government sales

14 February 1979 – Miscellaneous

Location:
Auctioneer's premises

Auctioneers:
Woolland Son and Manico (Dept L), Kinterbury House, St Andrew's Cross, Plymouth (0752 69292)

Stores lying at Plymouth, Exeter and St Mawgan including clothing, furniture and household effects, watches and clocks, telescopes, photographic equipment, machine and hand tools, electrical and MT spares, tentage, some vehicles and other items.

21 February 1979 – Miscellaneous

Location:
Embassy Suite, Balkerne Lane, Colchester

Auctioneers:
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester, Essex (0206 46161)

Stores lying in Kent, Essex and elsewhere including Mini saloons, Bedford ambulances, Atlantean buses, Coventry Climax and Hyster fork lift trucks, generators, binoculars, wireless and electrical equipment, Ford, Leyland and Bedford spare parts, clothing and textiles, furniture and many other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

Bennet Woodcroft

Who was Bennet Woodcroft? An inventor? A calico printer? The man who preserved Puffing Billy? Head of The Patent Office–or founder of its Library?

The answer–all of these and more. Woodcroft's influence on the twentieth century has been far-reaching. Find out about this remarkable man. And about The Patent Office, The Science Reference Library, and The Science Museum, by visiting

Bennet Woodcroft and the Heritage of British Patents

–a free exhibition at The Patent Office, 25 Southampton Buildings, London WC2.

Open 10.00 am to 5.00 pm, Monday to Friday between 7 and 21 February 1979.

WEMBLEY AUCTION SALES 1979

6 FEBRUARY

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

New publications

Taxing questions on Europe

Information on tax and related matters for over 20 European countries is contained in the latest edition of 'Taxation in Europe'. First published in 1977, it aims to provide UK businessmen, financial executives and their advisers with current information on taxation and related matters in Europe.

Each country is dealt with separately using a standard format. An introduction is followed by a description of permissible types of business organisations. The basis of tax assessment and methods of payment are explained with the major rules of computation and tax rates for companies and individuals. Depreciation, trading losses, capital gains and witholding taxes on dividends, interest and royalties are considered, as well as local income taxes.

Included in the survey are sections on capital and consumer taxes, social security contributions and tax incentives. The tax treatment of branches and subsidiaries is compared and lists of double taxation agreements are provided. The first of five appendices contains information on UK taxation, providing a comparison with the other countries covered, as well as information for foreign businessmen. Subsequent appendices include charts of witholding taxes on dividends, interest and royalties flowing between the 23 countries covered in detail. A particularly useful feature of this latest edition is a framework for the assessment of investments in other European countries. Among the additional countries included are eastern Europe and Andorra, Iceland and Monaco.

The book sets out the position as at 1 October 1978 although some subsequent changes are included. Updated editions are planned on a regular basis but perhaps a change in format might prove useful. Although by no means comprehensive, it provides a useful summary for planning investments in Europe.

Taxation in Europe, by Deloitte Haskins and Sells. Oyez Publishing Ltd/Faringdon Publishing Ltd, 1978. ix, 222 pages; paperback £7.50 (ISBN 0 85120 394 9).

Engineering industries compared

A comparative study of competitive power and performance in the engineering industries of Britain, France and the Federal Republic of Germany forms the topic for the Sussex European Research Centre's latest study.

Based on initial research carried out between 1973 and 1975 by a team from the centre, the author admits that the statistics used as a basis for the study reflect, but do not directly show, the underlying reasons for relative competitiveness and efficiency, and that his comparisons 'have not unearthed any secret weapon for successful performance'.

The study is rather an attempt to differentiate between the characteristics and performance of the different branches of the engineering industry with the help of statistical evidence. The aim is to see which branches of the industry show high (or low) levels of performance in relation to other branches; and also to compare the British industry and its component branches with Germany and France in an attempt to detect those branches of engineering, or its products, in which each country's competitive performance seems to reveal some degree of advantage in international trade.

Two characteristics are highlighted as underlying factors in successful competitive power – higher quality of export products and the higher productivity of more modern capital equipment. The author suggests that stronger concentration on high value products, generally meaning technically more advanced products, is the way to improve British competitiveness. The overall conclusion is, however, that economic performance depends less on the measurable volume of resources than on the effectiveness with which they are used – the element of economic performance which the statistics leave out.

Engineering in Britain, West Germany and France: some statistical comparisons, by Christopher Saunders, European paper no. 3. Sussex European Research Centre, 1978. 108 pages; paperback £2.00 (ISBN 0 903422 23 9).

Readers requiring copies of any of the publications mentioned on this page, should contact a bookseller or the publisher given at the end of each review. No requests for copies should be sent directly to *Trade and Industry*, unless otherwise stated.

Trading with developing countries

Questions arising from developing countries' exports at a time of unemployment in the developed world have been widely discussed. One forum of some interest was the International Labour Office (ILO) symposium in May 1978.

A study prepared for this symposium has now been published. Tracing the history of the basic changes to the labour market patterns of the developed countries in the last two decades, it examines the implications for the continuing successful evolution of freer world trade. The author argues that a return of protectionism will not solve the unemployment problems of the industrialised nations and seeks to demonstrate that the influence of imports from developing countries is slight compared with other social and economic factors. He believes that developed countries, while proceeding with the essential task of reconstructing their economies to face a changing world, can build in provision for the needs of the third world.

The study concludes with descriptions of several existing adaptation policies and statistical appendices covering imports and employment. Although representing the strongly held views of the author, this book should act as a useful talking point for all those formulating and effected by juture industrial strategy.

Restructuring of industrial economies and trade with developing countries, by Santosh Mukherjee. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. 1978. 110 pages; hardback £8.15 (ISBN 92 2 101999 3); paperback £5.65 (ISBN 92 2 102000 2).

Advertising in Spain

Do you know the names of the three leading cinema advertising distributors in Spain? What are the regulations and what is the average price rate for billboard advertising? Answers to these and other questions on the Spanish advertising scene may be found in the Institute of Practitioners in Advertising's (IPA) guide to conditions in Spain – the latest booklet in a series of guides to advertising conditions in overseas countries. Countries already covered include Austria, Belgium, France and Luxembourg.

Brief geographical background is followed by a list, arranged by media, of the main advertising opportunities and constraints. Sources of research are then given, together with details of agencies, legislation and control and a directory of advertising organisations.

The second half of the publication is devoted to statistical tables on population, media expenditure, television and cinema rates, newspaper and magazine circulations. Although in 21 pages there is little scope for more than a brief guide to this topic, the pamphlet gives a clear, readable and authoritative background for those exploring the possibilities of advertising in Spain for the first time.

Advertising conditions in Spain. Institute of Practitioners in Advertising, 44 Belgrave Square, London SW1X 8QS. 1978. 21 pages; paperback 75p.

Technology news

£½m finance doubles microprocessor training

Proposals totalling £½ million which will more than double the volume of microprocessor training available to industry in 1979 were approved by Alan Williams, Minister of State for Industry, on 25 January.

The Department of Industry, working in close conjunction with the National Computing Centre, has been stimulating major semiconductor houses, universities, polytechnics, consultants and others to increase the amount of short courses on microelectronic systems for engineers from industry.

Mr Williams said that the microprocessor applications training scheme provided up to 50 per cent of development costs, including equipment costs. Proposals under the scheme already approved would in total more than double the volume of microprocessor training available in industry in 1979. Approved courses would be available in Bedford, Belfast, Birmingham, Brighton, Cranfield, Leeds, Liverpool, Reading, Southampton, Strathclyde and three centres in London. Courses should, in the future, become available at other regional centres. Funds committed so far totalled over £500,000 and proposals were on average being cleared within one month.

The Department of Industry, he said, was at the same time supporting the development by the Open University of an awareness course for managers and a technical course for engineers (*Trade and Industry*, 26 January, page 158). The department was also commissioning a feasibility study of the use of Prestel as a medium for microelectronics training and is examining other possibilities to provide microprocessor training on a much larger scale over the next few years.

In addition to this activity, he added, the department was in close touch with the Trades Union Congress, following its Industrial Strategy conference where delegates pointed to the critical need for greater training for existing engineers in microcircuit systems, to discuss how best the TUC could play a full role in the national awareness programme.

Industry invited to join wear testing of GRP pipes project

British Hydromechanics Research Association (BHRA) fluid engineering is to carry out wear tests on a range of glass-reinforced plastics samples produced by different manufacturing techniques to establish whether pipes made by these processes are suitable for use in the hydraulic transport of solids. Manufacturers and users interested in this project are invited to participate, and to play an active part in the control of the technical programme. Regular progress reports will be available to participants, and the final report will be confidential for two years to those taking part.

Plans for substantial coal exports now being made by a number of countries will require the movement of very large quantities overland, while in the United States several major transcontinental pipelines up to 1600 km long have been proposed to move coal from the mines to the population centres. Japan, the German Federal Republic and the UK are examining the use of slurry pipelines to move waste materials, such as colliery spoil and noxious chemicals, so as to avoid the possible hazards to the public inherent in the road and rail transport of these substances. GRP pipes are already used for water supply and effluent disposal.

BHRA will test the various makes of GRP pipes against mild steel as the reference material, and will use four slurries in the tests: fine particle emery grade N 100; fine particle coal slurry, fine particle sand slurry; and 6 mm nominal size granite. Variations in slurry concentrations and velocity will be investigated.

Interested companies are invited to write to Dr P. J. Baker, BHRA Fluid Engineering, Cranfield, Bedford MK43 0AJ, tel. Bedford 750422.

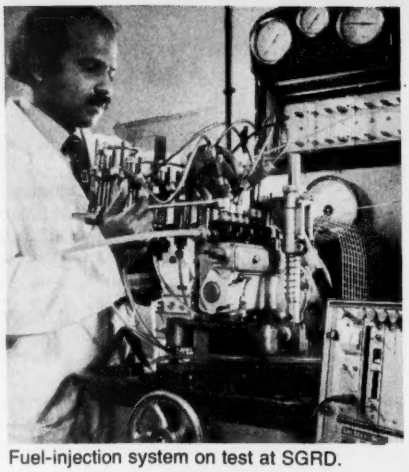
Thin-layer activation measures injection system wear

Thin-layer activation – the latest advanced wear-measurement technique to come from the industrial research programme of the UK Atomic Energy Authority's Harwell laboratory – is being used in the development of new diesel-injection systems by Lucas CAV Ltd.

At the research laboratories of SGRD (a contract research and development company within the Lucas CAV group) at Park Royal, London, a high-pressure fuel-injection pipe that has had special 'spot irradiation' at Harwell is being run alongside other pipes. As the inside of the pipe is worn away, the debris is collected by a filter system. The amount of debris is determined by measuring the level of radioactivity in the filter. From this the wear rate is calculated.

At SGRD, wear has been detected to the sensitivity of 0.005 micrograms per hours, using this method.

Research staff at Lucas CAV are finding thin-layer activation a useful tool for fundamental investigations relating to the wear and lubrication processes in fuel-injection systems, and thus a valuable design aid in producing more acceptable systems. By using it they are also able to cut down testing time, and thus save money. In particular it has been possible to quantify wear rates under circumstances where no other technique could have been employed.



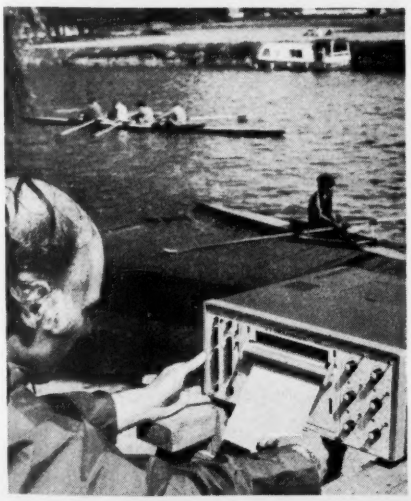
Fuel-injection system on test at SGRD.

Further advantages of thin-layer activation are its extremely high sensitivity and the fact that its use involves only very low levels of radioactivity. Before its use on small-bore fuel pipes by Lucas CAV, thin-layer activation was successfully applied by them to the investigation of fuel-injection pump rotors. It is planned to use it next for the measurement of seat wear in fuel-injection pump nozzles.

Further information about the uses of thin layer activation can be obtained from Mr P. Humphries, Building 477, Harwell, Oxfordshire OX11 0RA, tel. Abingdon 2414.

Gauging the strain on racing shells

Here on the river Thames towpath, radio telemetry applied by SE Labs (EMI) Ltd aids racing shell design and rowing coaches. In a series of trials ordered by Wore Racing Shells Ltd, strain gauges are fitted to a boat's oars and metal outriggers. The signals from these sensors are processed and transmitted by radio to the towpath or coaching launch where they are recorded on an ultraviolet oscillograph. Information recorded will assist the builder to produce a craft that will move faster through the water with less effort and aid coaches in determining the performance of oarsmen.



New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Microcomputers designed for smaller businesses

By harnessing the size and cost advantages of the latest Intel microprocessors, Modular Business Systems Ltd, is developing a new generation of microcomputers for small and medium-sized businesses. The company, recently established in Leeds, now offers a comprehensive automatic company accounting and documentation package to organisations for whom computerised facilities have previously not been viable because they were too expensive.

Modular has already designed complete hardware and software systems for several local cloth and textile machinery manufacturers, as well as interesting an international engineering corporation in the possibilities of microprocessor-based desk-top computers that can automate industrial processes in addition to giving full standard accounting functions.

The company offers a large variety of add-on capabilities, so that customer need only invest in a system designed exactly to meet his needs. Similarly, the Modular systems are designed for simple operation by office workers – no need for trained programmers and analysts.

Four local schools have been supplied with simple hardware systems, principally for teaching computing techniques, but they have also been used extensively as teaching aids and to automate many of the school administration functions.

Further information: circle 307

Lead/acid batteries require minimal topping up

New designs of Chloride Exide and Dagenite batteries for cars, vans and commercial vehicles incorporate a 'low maintenance' facility at no increase in cost over existing models. They will free the motorist from topping up and attending to his battery for the rest of his driving life, the company claims.

Introduced by Chloride Automotive Batteries Ltd, the new range requires no topping up for 15 000 miles or one year's driving – the period most family cars have a professional service at which the dealer should top up and service the battery. In the case of commercial vehicles, the mileage is 50 000 or one years's operation.

The 'low maintenance' battery has a further advantage in that the dealer can store it for up to six months after delivery from the Chloride depot before it needs re-charging. This eases the load on the stockist and ensures that the battery is in good condition after passing through the distribution pipeline.

Chloride has progressively reduced the need for topping-up on electronic regulator controlled alternator systems, while retaining the grid's ability to stand up to gassing charges. This has been done by developing a new alloy for the grids. Conventional batteries need topping-up because they allow unnecessarily high currents to flow into them when they are near to or quite fully charged by the alternator. A large part of this current produces electrolysis of the electrolyte and water is lost by gassing.

Battery plates are normally made from an alloy of lead and antimony. Others have been tried but none has yet attained the same electrical reliability under all circumstances. The amount of excess current on charge is related to the antimony content. If this is reduced the electrolysis of the water is reduced, so topping-up is reduced. The new Chloride alloy contains a much reduced proportion of antimony.

Further information: circle 308

Prestel access for the public

The world's first coin-operated public-access Prestel terminal is in the foyer of Grand Metropolitan's Piccadilly Hotel. Set up on 24 January, the terminal is the first of five trial models, developed and manufactured by Cherry Leisure (UK) Ltd in co-operation with the Post Office, that will be installed at various sites in London. These will include the offices of the British Tourist Authority and the post office in Trafalgar Square. Through these terminals anyone can contact Prestel, the Post Office's viewdata service, as though using a public telephone.

Inaugurating the terminal at the hotel, Dr Alex Reid, director of the Post Office's Prestel service, announced that just two days before the event Prestel passed the 100 000 page mark and now 104 000 pages can be accessed by those who have a Prestel terminal.

Cherry's viewdata terminal contains all the necessary viewdata electronics plus a microprocessor control board which monitors the credit remaining and displays this as a line on the bottom of display. To operate the terminal, the user inserts either a 10p or 50p coin and the unit then automatically dials up the Prestel computer. If the line is engaged, or the call fails for any reason, the money is returned and the display unit shows the appropriate message.

Using the Prestel printed directory, access to several pages for the minimum charge of 10p is possible. The majority of pages cost from ½p, the basic rate, to 1p, while the most expensive are those giving financial information at 15p per page. Time is charged for at the usual rate for telephone calls, from two minutes in the morning to 12 minutes in the evening for 3p.

The credit circuit can accept up to £5 in one payment which is progressively used up by a combination of charges relating to the Post Office's land line charges, a time charge for the use of the terminal and the Prestel charges for frames displayed.

If at anytime there is insufficient credit to allow continued use, an interrupt frame overrides the display and the user is asked to insert a further coin. If he or she does, the Prestel service is restored from the point where the credit expired.

The Cherry terminal uses a 14-inch colour monitor which, when not being used, displays a series of advertisements or messages interspersed with information about the Prestel service and how to use the terminal.

Dr Reid said that this launch shows the determination of the Post Office to make Prestel a truly public service with hundreds and thousands of pages not only in home and offices but in any number of locations such as hotels, shops, stations and libraries.

Further information: circle 309

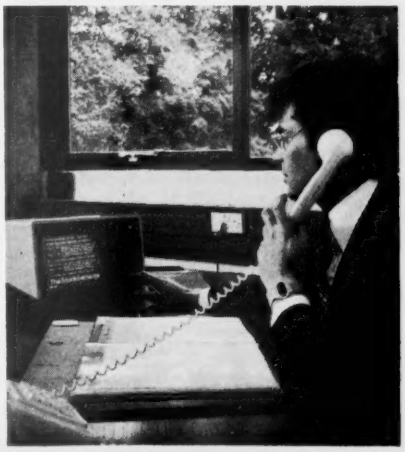
Viewdata terminal for the businessman

Pye TMC Ltd has introduced the Visa business information terminal to provide access to the almost limitless banks of information to be provided by the viewdata system. It is a low-cost, purpose-built data terminal combining simple operation with the full range of facilities required to meet the needs of the business and professional user of viewdata information.

Visa will receive any standard viewdata transmission available over a telephone line, such as the Post Office's Prestel service or one of the many private and limited user services being planned. It is also available for use on private telephone networks where an 'in-house' database provides secure information. With the addition of a vhf aerial, the broadcast Ceefax and Oracle information services and standard television transmissions can also be received.

Totally self-contained and styled for desk-

Visa gives immediate access to a wide range of business information



top use, Visa has an integral 'telephone' keypad for ease of operation. The nine-inch screen provides an easily read 40-character by 24-line display of information. Optional equipment that can be simply plugged into the Visa includes black and white monitors, a full alphanumeric keyboard, page printer and any standard domestic or professional tape cassette recorder. The latter will allow recording of data from line and subsequently replay of pages on to screen.

Further information: circle 310

Band fastening system meets almost any requirement

Elms Lightning Tools and Fasteners Ltd has taken the hose clip to pieces, stretched it and come up with a banding system which will go to any lengths to put the squeeze on almost anything, and can be used again and again. Supplied in standard 30 m dispensing packs, 'Stranglehold' takes only a few second to form a worm-drive or adjustable toggle clip which can be used in almost any situation where band fastening is required.

The basis of the system is an 11 mm heavy-duty threaded band made of stainless steel or zinc plated mild steel. There are two simple fastenings – a worm-drive screw avialable in boxes of 50 or 100 and a quick release toggle.

The major advantage of Stranglehold is its versatility. There is no need to carry expensive stocks of standard size clips; no need for the special tools associated with conventional banding systems and no waste when a band or strap has to be renewed. Stranglehold is particularly suited to applications where tension is critical – fine adjustments can be made with a screwdriver or nut-runner.

In addition to the traditional slotted screw on the worm-drive clip, a hex-head slotted screw is also available and shortly a vandal-resistant allen socket head screw will be introduced. In applications where the system might be exposed to vibration or where the band has to be regularly removed and replaced, a new housing with a captive screw has been developed.

To assemble a Stranglehold band, the required length is cut off the reel and one end is inserted into a screw housing or toggle clamp and folded under. The band is then placed around the workpiece and the free end inserted into the fastening mechanism. The worm-drive Stranglehold is simply tightened with a screwdriver, nut-runner or allen key while the toggle clamp version incorporates a ratchet which permits fine tension adjustment before locking by flicking a lever.

Further information: circle 311

Grc building board now mass produced

Tacboard, a product launched internationally by TAC Construction Materials Ltd, is said to be the first glass reinforced cement (grc) sheet

Stordy Combustion Engineering Ltd use Stranglehold to attach its range of combustion air fans to rubber ducting.

in the UK to be offered at a price making it available for all general building board applications.

Tacboard is mass produced on high-output machinery from cement reinforced with alkaline resistant glass. Laminations of material are built up to the required thickness on revolving mandrels in an adaptation of asbestos-cement technology. The result is a high-quality, tough, flexible and impact-resistant flat board costing little more than the asbestos-based products to which it is an alternative.

It is suitable for all external, as well as internal, flat sheet applications. Because of its strength, thinner boards can be used than with other asbestos-free alternatives, offering advantages in cost effectiveness. It is rot and vermin proof, maintenance free, is easy to work – predrilling is unnecessary when nailing – and takes decorative finishes. Tacboard is non-cumbustible and qualifies as a class O surface where this is required under building regulations.

The material is used for all general and specialised building board purposes. These include constructing and upgrading fire doors, agricultural building linings, external claddings for portable and prefabricated buildings, soffit strips, permanent shuttering, inspection panels, and linings for industrial buildings – particularly where humidity is a problem.

Further information: circle 312

Smaller air centre is also quieter

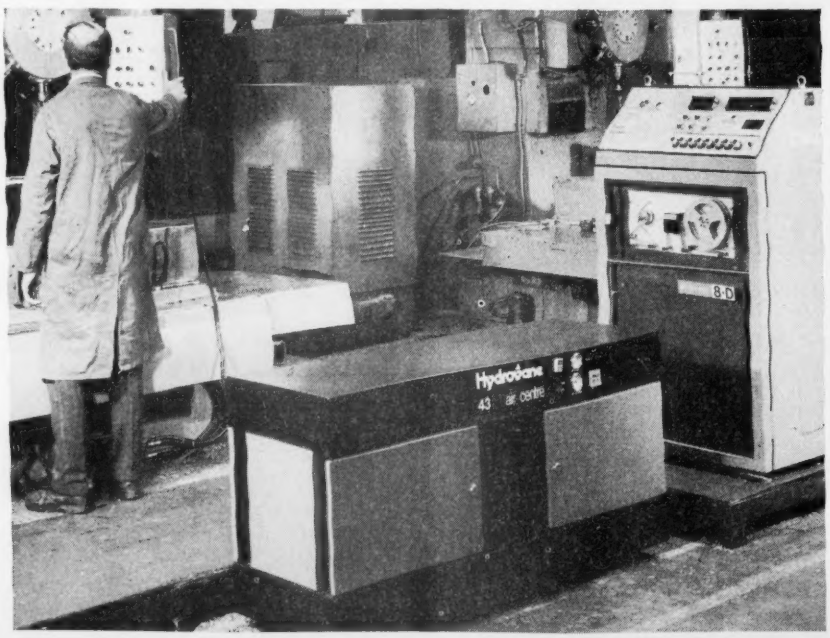
A small 'air centre' launched by the Hydrovane Compressor Company Ltd occupies only 0.75 m² of valuable factory floor space and yet produces 18.4 litres per second of free air delivered at 7 bar with the remarkably low noise level of only 59 dBA at 1 metre.

Housed in an acoustically engineered cabinet that allows full access to the compressor unit, the 43 air centre is provided with fully automatic or constant running control. Its specification includes a star delta starter, aftercooler, separator and drain facility. In addition, its electronic solid state control panel, which monitors all phases of compressor operation, includes an hours counter, air pressure and oil temperature gauges as well as numerous monitoring lamps.

Hydrovane air centres were pioneered to meet the stringent noise level control requirements being currently set in Europe. It is expected that the new 43 air centre will find a ready market not only in Europe but also all round the world where noise pollution on the factory floor is becoming recognised as a real industrial problem.

Further information: circle 313

A remarkably low noise level of only 59 dBA at 1 metre.



Parliament

Monday, 22 January

Display of prices
Terry Walker (Kingswood) asked the Secretary of State for Prices and Consumer Protection whether he intended to take further steps to require the display of prices as an aid to consumers.

Mr Maclennan said he did. He added that he intended to develop and extend the present programme of price display to cover other goods and services. He believed both consumers and retailers benefitted from clear and unambiguous price display. He was considering what sectors the department should tackle when its present work on cafes and restaurants and misleading bargain offers was completed.

Intervention to prevent price increases
Peter Hardy (Rother Valley) asked the Secretary of State for Prices and Consumer Protection in how many cases his department or the Price Commission had intervened to prevent or to reduce price increases during the last 12 months.

Mr Maclennan said that, of the 30 investigation reports published in the last 12 months, eight had resulted in price restrictions either through voluntary undertakings given to the secretary of state or in one case by order. In a further nine cases companies informed the Price Commission during the investigations that certain prices would be held. In the same period, 12 examination reports were published, four of which recommended restrictions on charges or margins. In two of these cases the companies concerned gave undertakings that they would hold their charges for varying periods. In one case the secretary of state made an order imposing margin controls.

Rate of inflation
Peter Morrison (City of Chester) asked the Secretary of State for Prices and Consumer Protection what was the cumulative increase in the rate of inflation since February 1974.

Mr Hattersley replied that there has been no cumulative increase in the rate of inflation since February 1974. In that period the rate of inflation had fallen from 13.2 per cent to 8.4 per cent.

Retail price index
Richard Page (Workington) asked what was the current year-on-year rate of inflation. David Knox (Leek) asked by how much the retail price index had risen since February 1974.

Mr Hattersley, replying to both questions, said that the retail price index rose by 8.4 per cent in the 12 months to December 1978, and by 100.8 per cent between February 1974 and December 1978.

Consumer Credit Act
Robert Hicks (Bodmin) asked the Secretary of State for Prices and Consumer Protection how many representations his department had received since April 1977 expressing concern about the provisions contained in section 155 of the Consumer Credit Act 1974.

Mr Fraser replied that, since April 1977, his department had received eight representations about section 155. The majority was from consumers who were concerned to obtain their rights; the others were on behalf of brokers who were critical of the provision. He understood that the Director General of Fair Trading had received over 50 written complaints or inquiries showing a similar pattern. He was statutorily responsible for keeping the working of the act under review and, if experience showed that amendment was needed, he would doubtless so advise the secretary of state.

Brewing industry proposals
Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Prices and Consumer Protection whether he was satisfied with the proposals of the Brewers' Society for improving competition in the brewing industry.

Mr Hattersley said he was. He added that he believed that the proposals which the Brewers' Society had put forward, and which he set out to the house in his answer on 11 December to the member for Lichfield and Tamworth, would increase competition between public houses and improve consumer choice within public houses.

Brewing industry examination
Peter Hardy (Rother Valley) asked the Secretary of State for Prices and Consumer Protection if he would refer to the Price Commission for investigation the brewing industry, in the event of any proposals to increase the price of beer and ale during the next six months.

Mr Maclennan said that it was for the Price Commission to decide whether or not to investigate individual price increases. The commission published a report on beer prices and margins in July 1977. Since then the Brewers' Society had undertaken a comprehensive review of local monopolies in the industry, which provided for exchanges of public houses and of draught ales. This action was aimed at meeting criticisms of the structure of the industry made by the commission. The secretary of state had, at present, no plans to direct the commission to undertake another examination of this industry.

Sodium sulphur batteries
T. H. H. Skeet (Bedford) asked the Secretary of State for Industry, from studies supported by his department, if he would indicate in reference to lead acid and sodium sulphur batteries relative weights per unit of output, energy produced by each, input cost of basic materials and the cost of the refrigeration requirements of the latter.

Mr Huckfield said that, although the sodium sulphur battery was not yet fully developed, it was expected that its weight would be approximately one-fifth of that of a lead-acid traction battery producing the same power output. Energy produced was proportional to range which for a practical vehicle was predicted as about 150 miles for the sodium sulphur propelled vehicle as compared with some 60 miles for a lead acid propelled vehicle. The current cost of the basic materials only for a sodium sulphur battery was 47p per kilowatt hour, which compares with £12.50 for a lead acid battery but although production costs of sodium sulphur batteries were not yet known it was clear that they would result in a much smaller cost difference than that for basic materials. The sodium sulphur battery did not require refrigeration; on the contrary, thermal insulation was necessary to prevent it cooling too much during inactive periods.

Scotland: measures for oil spill
Winifred Ewing (Moray and Nairn) asked if a disaster on a similar scale to that which occurred to the Amoco Cadiz *took place off the north east coast of Scotland, who would be in charge of operations to deal with it, and, in particular, how many miles of boom, how many ships, 'honey wagons', road and rail tankers, and dump trucks would be available.*

Mr Clinton Davis answered that should there be an abnormally large spill off the north east coast of Scotland in any way comparable to that from the *Amoco Cadiz*, clean-up operations at sea would be directed by the marine pollution control unit being established by his department. Clean-up operations close inshore and on shore would be the responsibility of the maritime local authorities concerned, with the support of the Scottish Office. The Scottish Office and the other environment departments were currently consulting the local authority associations to see whether any improvements could be made in the present arrangements for beach cleaning following a major spill. There would be close liaison and co-operation between operations at sea and on land. Although it was not possible to make precise estimates, in such circumstances substantial resources, including the government's stockpile of more sophisticated and expensive items of beach cleaning equipment, would progressively be brought to bear both from the immediate locality and from further afield, even overseas.

Tanker accidents off Shetlands
Mr Grimond (Orkney and Zetland) asked the Secretary of State for Trade if he was satisfied that there were sufficient tugs to handle tanker traffic and possible accidents in Orkney, Shetland and the adjacent sea areas.

Mr Clinton Davis said that there were three tugs at Flotta and four at Sullom Voe. The adequacy of such vessels for Shetland and adjacent waters, as well as the routeing of tankers in this sea area, would be discussed by representatives of the Shetland Islands Council and his officials on 25 January.

Oil pollution control
Stephen Ross (Isle of Wight) asked the Secretary of State for Trade whether his department had concluded discussions with the Treasury and the Department of Industry over expansion of Warren Spring Laboratory's research and development programme into oil pollution control.

Mr Clinton Davis answered that the department was reviewing the government's research and development programme on methods of dealing with oil spills at sea as part of the follow-up work to the report 'Accidents at sea causing oil pollution: review of contingency measures', which was published last August: it hoped to publish the results next month.

Electronics: unfair competition
Dafydd Wigley (Caernarvon) asked the Secretary of State for Trade what proposals he had for reducing the unfair competition suffered by the electronics industry from producers from the Far East.

Mr Meacher said that action against allegedly unfair (ie dumped or subsidised) imports was now the responsibility of the EEC. If the electronics industry was able to present evidence of either dumping or subsidisation, then his department was ready to advise on the preparation of an appropriate application to the commission for anti-dumping or countervailing action.

Gatwick for Canadian services
Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade what was the present state of his efforts to persuade Air Canada to use Gatwick as its London terminal.

Mr Smith replied that the transfer of Canadian services to Gatwick was still under discussion with

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretary of State: Leslie Huckfield

Department of Trade

Secretary of State: John Smith
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Air Canada and the Canadian government and the last meeting was held on 8 January 1979. Discussions were also proceeding on the transfer of British Airways' Canadian services to Gatwick.

Other air services for Gatwick

Robert McCrindle (Brentwood and Ongar) asked if consideration had been given to requesting airlines of countries in South America and West Africa to transfer to Gatwick.

Mr Smith said that the services of all airlines were taken into account in developing the policy, announced on 5 April 1977, to relieve congestion at Heathrow by the transfer of air services to Gatwick. However, the immediate emphasis was placed on transfers involving major blocks of traffic.

MRV Seaspring

Stephen Ross (Isle of Wight) asked what proportion of expenditure by the Warren Spring Laboratory on research into oil pollution control methods had been allocated during 1978-79 to the upkeep and operation of MRV Seaspring.

Mr Clinton Davis said that approximately one third had been allocated.

Tuesday, 23 January

Strategic raw materials

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry what industiral countries in the western world outside north America stockpile stategic raw materials; and if he would make a statement of the government's atitude thereto.

Mr Huckfield said that he understood that stockpiles of certain raw materials were held in France, Japan and Sweden. The supply situation of essential raw materials and the need to introduce measures, including stockpiling, to safeguard against potential shortages was kept under constant review by his department.

Suppliers of raw materials

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry if he would indicate the major suppliers of the following metals: chrome, manganese, cobalt and platinum and the percentage of total freeworld output produced by South Africa; and what steps the government propose to take to ensure continuity of supplies to British industry.

Mr Huckfield replied that the world's major supplies of chrome, manganese, platinum and cobalt were as follows:

Chromium:	South Africa, the Soviet Union, Turkey, Albania, Rhodesia and the Philippines
Manganese:	South Africa, Gabon, the Soviet Union, Brazil, Australia and India
Platinum:	South Africa, USSR and Canada
Cobalt:	Zaire, Zambia, Australia, the Soviet Union, New Caledonia, Morocco, Cuba, Canada and Finland

The percentage of world mine production, excluding that of the Soviet Union, accounted for by South Africa was approximately chrome 45 per cent, manganese 40 per cent, and platinum 85 per cent. Cobalt was not mined in South Africa.

His department kept a close watch on matters affecting the security of supply of all raw materials. Responsibility for procurement laid in the first instance with industrial users, but there was continuing and frequent contact between industry and government on the supply situation.

Cost of stockpiling raw materials

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry what he estimated would be the cost to the government for instituting a stockpile of the following metals based on the equivalence of two years consumption: chrome, manganese, cobalt and platinum.

Mr Huckfield answered that the intitial cost of a stockpile of chrome, manganese, cobalt and platinum to cover two years usage by UK industry was estimated to be approximately £300 million based on current market prices.

Concorde costs

James Sillars (South Ayrshire) asked what was the total sum to date from central government funds which had gone into the development and production of Concorde.

Mr Huckfield replied that the net cost to central government funds of the development and production of Concorde up to 31 December 1978 was £792 million.

Alternative fuels

Geoffrey Johnson Smith (East Grinstead) asked what financial support was given by the government and private industry, respectively, to testing alternative automotive fuels in an urban environment.

Mr Huckfield replied that no financial support was given at present by government to the testing of alternative automotive fuels in an urban environment. Private industry was conducting such tests under normal commercial conditions.

Electric vehicles

Renée Short (Wolverhampton North East) asked the Secretary of State for Industry if he was satified that sufficient planning had taken place to ensure that Great Britain took the lead in the manufacture of electric cars and buses once the major research problems had been overcome.

Mr Huckfield said that the major research problems associated with electric vehicles related particularly to batteries and controllers, the work on these and other subjects being continuous would be applied progressively to improve the performance of electric vehicles (not only cars and buses). Demonstration and pilot production phases would, he understood, provide the basis of information for the planning decisions on full scale production.

Electric vehicle research

Renée Short (Wolverhampton North East) asked the Secretary of State for Industry what research was currently being undertaken into the technology of electric cars and buses; how this compared with that in the United States of America, Japan, the Federal Republic of Germany and France; and if sufficient planning had taken place to ensure that Great Britain was in a position to take the lead in the full-scale manufacture of this technology.

Mr Huckfield replied that research was concentrated mainly upon batteries and controllers for use in electric vehicles. The degree of interest in UK work shown from overseas suggested that we compated favourably with other countries. Demonstration of the application of technologies and pilot production were the natural fore-runners of full-scale manufacture and were proceeding.

Textile trade with Malta

Anthony Grant (Harrow Central) asked the Secretary of State for Trade what embargo existed on trade in textiles between the United Kingdom and Malta; and what steps he was taking to get this lifted.

Mr Meacher answered that since 1 January 1979, there had been no restrictions on UK textile imports from Malta, although he understood that the EEC commission had informed Malta of indicative levels for her exports to the community and had said that no safeguard action would be taken during 1979 if those levels were not exceeded. Following the publication on 8 November 1978 of the safeguard regulation which introduced restrictions on certain textile imports from Malta, the Maltese government said they would ban imports of all textiles from the United Kingdom. This ban had not subsequently been lifted. This ban may be contrary to the EEC-Malta association agreement and the department was currently pursuing the matter with the commission.

Textile quotas

Anthony Grant (Harrow Central) asked the Secretary of State for Trade what had been the quota for textile imports from Malta into the United Kingdom for each of the last five years; and what percentage of that quota had been taken up.

Mr Meacher said that textile imports from Malta were not subject to quota until November 1978 when, at the UK's request, the EEC commission suspended imports from Malta of cotton cloth, trousers and woven shirts for the remainder of 1978 and introduced the following quotas:

Cotton yarn	274 tonnes
Knitted shirts	365 000 pieces
Blouses	304 000 pieces

These quotas, which were fully taken up, expired on 31 December 1978.

'Litopia' oil spillage

Wyn Roberts (Conway) asked the Secretary of State for Trade what conclusions he had drawn from the report he received on the oil spillages from the tanker Litopia*; and if he would publish them together with the report.*

Mr Clinton Davis said that, as he had told the questioner on 1 December, the contingency arrangements for dealing with this oil spillage from a ruptured discharge hose forming part of the terminal equipment at the Anglesey marine terminal were activated quickly and were largely successful. The report on the part the government played in this operation was written for internal purposes. The department had concluded that those arrangements are basically adequate for dealing with a spillage of modest proportions, such as that on 10 November. Nevertheless, since the possibility of a larger spill in the Anglesey area could not be ruled out, the department was considering the scope for enhancing its capability for dealing with oil spills in that area in the context of the follow-up work to the report, 'Accidents at sea causing oil pollution: review of contingency measures', published last August. It was hoped to publish the results of that follow-up work next month.

Wednesday, 24 January

Price Commission investigations

Michael Neubert (Romford) asked the Secretary of State for Prices and Consumer Protection if, pursuant to his reply to the member for Romford on 31 July 1978, he would now up-date the information to include companies which had been investigated by the Price Commission in the last six months.

Mr Maclennan said that between August 1977 and 23 January 1979 the Price Commission initiated 36 investigations under sections 4 and 5 of the Price Commission Act 1977; 31 investigations had now been completed. The following table showed interim increases permitted under variation notices to enterprises subject to investigation under section 4 since the end of July 1978:

Per cent

Enterprise	Price increase notified	Interim increase
Imperial Tobacco Ltd	1.92	1.92
Air Products Ltd	10 [1]	Nil
Butlins Ltd	14.4	Nil
BOC Ltd	9.8	Nil [4]
The Daily Telegraph Ltd	4.5	4.5 [2 4]
Perkins Engines Co	10.63	10.63 [2 3 4]
Rugby Portland Cement Co Ltd	10.9	8.5 [4]
United Biscuits (UK) Ltd	3.96	3.96 [2 4]

[1] Subsequently amended by the company to 6 per cent. [2] Increases under the commission's discretionary powers in pursuance of section 4(5)(i) of the Price Commission Act 1977. [3] Two variation notices given: firstly under the commission's discretionary powers, subsequently under the safeguard regulations. [4] Investigations still in progress.

In the following case an undertaking to restrict prices had been given by the enterprise concerned to the Secretary of State for Prices and Consumer Protection:

GPBM/Rizla Ltd – cigarette paper booklets and filter tips: no increase in the price of cigarette paper booklets before 1 January 1979 and of filter tips before 1 January 1980.

In the following cases companies had given assurances, recorded in the Price Commission's reports, that certain prices would be held for various periods unless major or unexpected cost increases were incurred:

Trust Houses Forte Hotels Ltd: Lever Brothers Ltd: Procter and Gamble Ltd: Imperial Tobacco Ltd: Air Products Ltd: Dolland and Aitchison Ltd: Thermos Ltd.

Price rises

Iain Sproat (Aberdeen South) asked the Secretary of State for Prices and Consumer Protection by what percentage prices had risen in the latest 12 months for which figures were available, as measured in the retail price index.

Mr Maclennan answered 8.4 per cent.

EEC eighth directive

John Wakeham (Maldon) asked the Secretary of State for Trade what representations he had received concerning the proposed eighth directive relating to the qualifications of EEC auditors.

Mr Clinton Davis answered that last October, his department sent copies of the draft directive to over 40 bodies, inviting their comments. The consultative committee of accountancy bodies and some, but not

all, of the others had now responded. The advice received would help to determine the UK line when an EEC council working party began its detailed consideration on the text.

Future of cutlery industry

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry what recent discussions he had held with trades unions in the cutlery industry about its future organisation and development and job opportunities within the industry.

Mr Huckfield said that there have been no recent substantive discussions with either side of the industry. However, with the completion of the preliminary survey of the industry, the way was now clear for the joint industry/government working party to consider how the industry's efficiency and competitiveness might be improved. The working party was to hold its first meeting on 2 February.

Grants to steel industry

David Mitchell (Basingstoke) asked what was the total amount given in grants, subsidies and loans to the British Steel Corporation in each year since 1970.

Mr Huckfield said that the annual reports and accounts for the corporation, which were in the library, gave for each financial year the total amounts of advances under section 18 of the Iron and Steel Act 1975 and of National Loans Fund moneys, details of regional development and other grants, and net changes in the corporation's other borrowings. BSC did not receive any subsidies.

Steel imports

Ted Leadbitter (Hartlepool) asked what further steps had been taken to control imports of steel from within the EEC and from countries outside the EEC.

Mr Huckfield said that the anti-crisis measures for imports from countries outside the EEC were being renewed for 1979 and had been strengthened by measures designed to ensure a greater degree of discipline in intra-community trade.

Grants to car industry

David Mitchell (Basingstoke) asked what was the total amount given in grants under each of Department of Industry's schemes to the car industry in each year since 1970.

Mr Huckfield gave the following information:

1976	£40,000,000	(Section 8 Industry Act 1972)
	£41,325	(Ferrous foundry scheme)
1977	£1,500,911	(Section 8)
	£79,121	(Ferrous foundry scheme)
1978	£45,768,387	(Section 7 Industry Act 1972)
	£10,000,000	(Section 8)
	£436,078	(Ferrous foundry scheme)
	£989,000	(Accelerated projects scheme)
1979 to date	£1,500,000	(Section 7)

Funds had also been provided for the car industry under section 8 in the form of loans or equity. Details of regional development grants paid to the car industry could not be made available without disproportionate cost; however details of individual payments over £25,000 had been published quarterly in *Trade and Industry* since 31 December 1974.

Product and process development scheme

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry if he would list the grants made under the new products and process development scheme in each of the past three years and the products or processes favoured in each case.

Mr Huckfield said that by 30 November 1978, 420 formal applications for assistance under the product and process development scheme had been received since its inception in July 1977. Of these, 130 had been approved, involving a departmental contribution of approximately £11 million towards total project costs of £38 million. The rate of new approvals was currently about 20 per month. Details of individual grants could not be made available for reasons of commercial confidentiality.

Shipbuilding redundancy payments

Michael Grylls (North West Surrey) asked what was the total payment made so far under the Shipbuilding (Redundancy Payments) Act 1978; to how many men payments had been made; and what was the average payment for men paid out.

Mr Huckfield said that he understood that payments under the schemes for Great Britain and for Northern Ireland would have been made, by the end of that week, to 2802 people to a total amount of £3,719,779.83. So far only lump sum payments had been made; and average lump sum was £1,327.54 per person. He added that periodical payments would commence shortly.

Special steel imports

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry what further discussions had taken place with Commissioner Davignon about imports of special steels into the United Kingdom market: (a) from other EEC countries and (b) from outside the EEC; what action was being taken on the findings of the National Economic Development Organisation section working party on special steels; what recent discussions he had held with Sheffield trade unions and Sheffield industrialists, respectively, about imports of special steels into the United Kingdom market; and what recent discussions had been held with the British Independent Steel Producers Association about the imports of special steel into the United Kingdom market.

Mr Huckfield replied that the secretary of state wrote to Commissioner Davignon again in December and the commissioner replied earlier this month. The secretary of state immediately sent copies to the Nedo iron and steel sector working party and to the British Independent Steel Producers Association (Bispa) and invited their comments, which the department expected to receive shortly. The minister of state also took the opportunity, when in Brussels for the council of ministers in December, to stress to Commissioner Davignon the importance attached to the problems of the special steels industry. He met a delegation from Bispa in November, along with the president of the Sheffield chamber of commerce, the chairman of the Nedo iron and steel sector working party and the chairman of the TUC steel committee who was also general secretary of the iron and steel trades confederation.

The Nedo iron and steel sector working party had been asked to let the minister know what it had in mind or in hand about the many issues which the report on special steels raised besides imports. The minister had offered the help of government under the various schemes for encouraging new investment in the industry, and the provision of temporary employment subsidy to some producers to help preserve jobs had been discussed.

NEB share holdings

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would publish a list of the shareholdings held by the National Enterprise Board on 24 January 1979, showing the number and description of the shares, the percentage of the total equity held by the National Enterprise Board, the cost of the shareholding and, where appropriate, the market value of the shareholding at close of business on 24 January 1979.

Mr Huckfield said that the reply he gave the questioner on 15 November 1978 (*Trade and Industry*, 24 November) needed to be updated, and at four points corrected, as follows:

Company	Number and description of shares held by NEB	Per cent of nominal value and total equity	Cost (£'000)	Stock exchange closing price on 22 January where available
Barrow Hepburn Group Ltd	1 000 000 25p ordinary	4.1	450	30p
BL Ltd	1 144 554 026 50p ordinary	98.9	695 523	20p
Brown Boveri Kent Ltd	10 856 585 25p ordinary	20.0	3 293	49p
Bull Motors Ltd	1 020 000 £1 ordinary	100.0	1 020	
BTB (Engineering) Ltd	30 000 £1 redeemable preference	Not equity [1]	30	
R. R. Chapman (Sub Sea Surveys) Ltd	50 000 £1 ordinary	47.2 [1]	50	
Computer and Systems Engineering Ltd	349 750 5p ordinary	49.9	882	
	15 200 £1 redeemable preference	Not equity	48	
Ferranti Ltd	10 666 666 50p ordinary	50.0	6 933	323p
Hird-Brown Ltd	250 000 £1 redeemable preference	Not equity [1]	250	
ICL Ltd	8 148 750 £1 ordinary	24.4	12 134	430p
Monotype Holdings Ltd	25 000 10p ordinary	37.5	250	
Negretti and Zambra	960 000 25p deferred ordinary	29.8	710	73p
	460 622 £1 redeemable preference	Not equity	461	
Pakmet International Ltd	23 230 £1 ordinary [1]	34.4	47	
	200 000 £1 redeemable preference	Not equity	200	
Sinclair Radionics Ltd	75 000 £1 ordinary 200 000 £1 preference	73.3	650	
	3 800 000 £1 redeemable preference	Not equity	3 800	
Technical Resources (Equipment) Ltd	36 750 £1 ordinary	24.5	37	
	200 000 £1 redeemable preference	Not equity	200	

[1] These items are corrections to the statement of 15 November 1978.

Steel imports

Frank Hooley (Sheffield, Heeley) asked what quantities of: (a) tool steel, (b) high speed steels and (c) stainless steel bars were imported into the United Kingdom in 1978; and how the figures compared with 1977 and 1976.

Mr Huckfield gave the following information:

UK IMPORTS — Tonnes

	1976	1977	1978 Jan-Nov [4]
Alloy tool die and magnet steel [1]	23 802	35 525	36 554
High speed steel [2]	3 419	4 251	3 862
Stainless steel bars [3]	7 955	12 201	11 654

Figures of tool steel are not available.
[1] Alloy tool die and magnet exclude carbon tool steel. [2] High speed steel includes high speed wire rod. [3] In addition to stainless steel bar, valve steel and tube rounds are included. [4] The figures for 1978 are on a slightly different basis from the earlier years owing to changes in the 1978 tariff codings. The tonnages involved are small.
Source: Customs and Excise.

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry what were the principal countries of origin of imports of: (a) tool steel, (b) high speed steels, (c) stainless steel bar, into the United Kingdom in 1978, 1977 and 1976, giving the approximate quantity for each country.

Mr Huckfield replied that these figures were not readily available. The table which follows showed imports classified according to the country of consignment but this analysis was probably much the same as that by country of origin.

UK IMPORTS OF SPECIAL STEELS — Tonnes

Principal countries	1976	1977	1978 Jan-Nov
Alloy tool, die and magnet steel			
France	5 154	11 236	12 061
Federal Republic of Germany	2 420	4 545	8 314
Italy	2 000	3 908	2 724
Sweden	4 803	5 348	2 005
Austria	1 189	2 226	611
All countries	23 802	35 525	36 554
High speed steel bars and rods (including wire rod)			
France	252	718	430
Federal Republic of Germany	52	433	254
Sweden	2 491	2 257	2 542
Austria	382	416	484
All countries	3 419	4 251	3 862
Stainless steel bars			
France	853	1 189	1 772
Federal Republic of Germany	2 127	3 011	2 693
Italy	470	2 502	3 215
Austria	453	749	757
Spain	1 245	2 251	1 621
All countries	7 955	12 201	11 654

Source: HM Customs and Excise. Tool steel is not separately defined in the trade accounts but is included with the figures for alloy tool, die and magnet steel. This category excludes carbon tool steel; high speed steel includes high speed wire rod; in addition to stainless steel bar this category includes valve steel and tube rounds.

Payments under Industry Act

Michael Grylls (North West Surrey) asked what total payments had so far been made, and what commitments entered into, under section 8 of the Industry Act 1972.

Mr Huckfield said that up to 31 December 1978, commitments totalling £882.7 million had been made under section 8 of the Industry Act 1972. Payments so far made arising from their commitments amounted to £445.4 million.

Copper tubing

Stan Crowther (Rotherham) asked the Secretary of State for Industry what representations he had received from the building industry and others about a developing shortage of copper tubing, especially of 15 mm diameter; and if he would announce any measures to deal with the problem.

Mr Williams replied that the Departments of Industry and the Environment had received many representations from the building industry about the shortage of copper tube for domestic use, and had been in close touch with the industry. Although supplies were reduced for a month towards the end of 1978 by a strike at one of the leading producers, UK manufacturers said that deliveries to the home market in 1978 were 13½ per cent more than in 1977, a bigger increase than in the rate of installation. The manufacturers were now on full production and were delivering as much as they could to the home market. They would consider investment in new capacity, which could not affect the immediate problem, in the light of estimates of future market demand. He also said that he had written to the British non-ferrous metals federation asking it to consider if any further action were possible to increase domestic supplies.

Expenditure on space activities

James Sillars (South Ayrshire) asked what had been the expenditure by the Department of Industry in each of the years since 1974-75 on space activities.

Mr Huckfield said that expenditure in each of the years since 1974-75 on space activities had been:

£ million

1974-75	1975-76	1976-77	1977-78
23.31	31.03	36.54	34.48

Spanish industry

Kenneth Clarke (Rushcliffe) asked what was the government's policy on the transitional arrangements for the entry of the Spanish steel, shipbuilding and motor cycle industries into the EEC.

Mr Huckfield said that the UK would seek a full and rapid application by Spain of the tariff reductions on industrial goods, including motor vehicles, for which provision was made in the 1970 EEC/Spain agreement. This was expected to be followed by a fully reciprocal dismantling of tariffs between Spain and the EEC and the full application of the provisions of the treaties applicable to competition. The UK would aim to achieve the integration of the Spanish shipbuilding and steel industries into the community framework in a way which would minimise any additional problems of community overcapacity which enlargement might bring.

Thursday, 25 January

Directive on transfer of state funds to public corporations

Mr T. H. H. Skeet (Bedford) asked the Secretary of State for Industry if he would list the countries in the EEC which favour a directive proposed by the commission under which state governments would be obliged to notify the commission prior to the transfer of state funds to public corporations; and what was the attitude of the United Kingdom government. He also asked if he would give a full list of the state industries which were proposed to be covered and those excluded from the operation of a proposed directive covering the state financing of public corporations.

Mr Huckfield replied that the directive as drafted, would not cover the activities of public undertakings in the following sectors: rail transport, transport by road and inland waterway, posts and telecommunications and the production, transport and distribution of water, gas and electricity. Activities of the British Steel Corporation covered by the Treaty of Paris would also be excluded. Public undertakings in all other sectors would be covered; UK undertakings in all other sectors would be excluded. Public undertakings in all other sectors would be covered; UK undertakings would include British Shipbuilders, British Aerospace, the National Enterprise Board and the BNOC. In addition, a number of smaller state undertakings would be included but the commission had indicated that it intended to re-draft the directive to exclude from its scope public undertakings of a non-commercial character.

In the discussions on the commission's proposed draft directive, FRG, the Netherlands and Denmark had indicated their general support for the proposed directive. The UK government had opposed the draft directive in principle and had sent a submission to the commission explaining the current attitude, which was based on doubts about its legal status. It is understood that France and Italy had broadly similar views.

Sale of jets to China

Stephen Ross (Isle of Wight) asked the Secretary of State for Trade what other British products were being offered to the Chinese government as part of the package deal connected with the sale of the Harrier jump jet.

Mr Smith said that a number of UK companies were currently negotiating for contracts in China, with the support of the government in a very wide range of industrial sectors including steel manufacturing plant, coal and coalmining equipment, power generating plant, mineral development, shipbuilding, railways and computers. The Secretary of State for Industry would be actively pursuing these negotiations during his forthcoming visit to China.

Chinese interest in British technology

Stephen Ross (Isle of Wight) asked the Secretary of State for Trade, in the light of the suitability of the hovercraft for transportation purposes in China, what steps he was pursuing to encourage that nation to take an active interest in this product of British technology.

Mr Smith replied that an invitation for UK hovercraft interests to visit China to explain what they could offer was being sought.

Chinese interest in aircraft

Stephen Ross (Isle of Wight) asked the Secretary of State for Trade what active steps his department was taking to interest the Chinese government in the purchase of British-designed light aircraft and, in particular, the Britten Norman Islander. He also asked, in the proposed package deal with the Chinese over the purchase of the Harrier jump jet, what consideration had been given to the inclusion of hovercraft and light aircraft.

Mr Smith said that discussions with the Chinese about the possible expansion of UK trade with them had covered a wide range of industries primarily in response to the interests expressed by the Chinese. If appropriate, he would certainly take the opportunity in any renewed discussions to continue to stress the capabilities of the whole UK aircraft industry, including light aircraft and hovercraft.

Appointments to consumer councils

Mike Thomas (Newcastle upon Tyne East) asked the Secretary of State for Price and Consumer Protection whether he would list the names of organisations from which his department regularly invited the submission of nominations of persons for consideration for appointment to consumer councils of the nationalised industries.

Mr Maclennan replied that in the case of certain consumer councils there was a statutory requirement that a proportion of the members should be nominees of local authority associations. In filling the remaining places on these councils and in making appointments to the councils which do not have statutory local authority representation, he had received nominations from a very wide variety of sources, including individuals and consumers' and other organisations. His department welcomed the nomination of anyone wishing to make a contribution to the work of the nationalised industry consumer councils.

Delayed exports

Michael Grylls (North West Surrey) asked the Secretary of State for Trade what was the total value in £ sterling of exports delayed as a result of the present industrial disputes in United Kingdom ports, stating what percentage of United Kingdom exports this represented; and what steps he was taking to enable these exports to move freely.

Mr Smith replied that the delays to exports were serious, but it was not possible to put a figure on the proportion affected. He was making every effort to get them moving as soon as possible.

Butter imports

Gwynfor Evans (Carmarthen) asked how many tons of butter were imported into the United Kingdom in August, September, October, November and December 1978.

Mr Meacher gave the following information:

	Tons
1978 August	10 385
September	10 645
October	9 046
November	49 049
December	32 881

Airport sites

Richard Wainwright (Colne Valley) asked when the list of possible sites, including military air-bases, which were under consideration for conversion into a civil airport, in accordance with the airports policy, would be announced.

Mr Clinton Davis said that he hoped to publish in the autumn an evaluation of specific sites for additional airport capacity for the south east, as a basis for consultation with all those concerned.

Tobacco consumption

Gwynfor Evans (Carmarthen) asked what was the annual cost per head of the consumption of tobacco.

Mr Maclennan answered that in 1977, the latest full year for which figures were available, average annual expenditure per head of the population on tobacco was £65.03.

Friday, 26 January

Licensed dealers' rules

Robin Hadgson (Walsall North) asked the Secretary of State for Trade, if he would list all the organisations he had consulted in drawing up detailed proposals for amending the Licensed Dealers (Conduct of Business) Rules 1960.

Mr Clinton Davis said the takeover panel, the Law Society, the Law Society of Scotland and the stock exchange had been invited to put forward suggestions for amending these rules. Detailed proposals were then drawn up by the department, and discussed with the stock exchange and takeover panel. As required by section 7(3) of the Prevention of Fraud (Investments) Act 1958, the rules would be published in draft, probably before the middle of this year. The Department of Trade would write to all holders of a principal's licence inviting their observations, and draw up a final text in the light of these and any other comments received.

Automatic interim awards

Michael Neubert (Romford) asked the Secretary of State for Prices and Consumer Protection in which sectoral examinations or company investigations under the Price Commission Act 1977 a full or partial interim award had been automatically allowed under the safeguard regulations where it would not have been allowed if the decision had been within the Price Commission's discretion.

Mr Maclennan said that the Price Commission were obliged to allow interim price increases to the extent required by the safeguard regulations and it was not its practice to indicate whether it would otherwise have exercised its powers of discretion. The safeguard regulations were not applicable during sectoral examinations as prices were not subject to restriction at that time.

Statistical News

This quarterly publication, prepared by the Central Statistical Office, is designed to keep the user of statistics in touch with all that is going on in the world of official statistics. Each issue contains notes on current developments as well as several articles treating selected topics in greater depth. A list of new surveys reported to the CSO's survey control unit is also included.

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European community news

Freeze prices until surpluses go – Silkin

The UK government is determined that there should be a freeze on EEC farm prices until there are no longer agricultural surpluses within the community.

Speaking after an informal meeting of agriculture ministers in Berlin on 26 January, agriculture minister John Silkin said this was the government's aim, both this year and in coming years.

Agricultural surpluses were an internationl scandal the minister said. There were far more consumers than farmers in the community, and consumers would not tolerate surpluses for much longer.

Judd welcomes proposed enlargement

Britain is positively disposed towards the accession of Greece, Portugal and Spain to the community because it welcomes the re-establishment of democracy in these countries. The UK also believes that it has a responsibility, along with the rest of the community, to under-pin and guarantee the development of the EEC for the future.

Speaking to the conference of the European League for Economic Co-operation on 25 January, Frank Judd, Minister of State at the Foreign and Commonwealth Office, said that democracy was not merely a technique of government but an expression of faith and confidence in the concept of a society based upon the integrity, freedom and creative potential of the individual citizen.

In supporting enlargement, the minister said he wanted to emphasise that the UK had been committed to a community of 12 – and not just 10 or 11 but 12. Progress was now being made but this country would want to keep up the pressure. 'We passed a critical point in the negotiations with Greece at the end of last year and it should be frankly said that the fact that we managed to overcome some disturbing hurdles at that stage is in no small measure due to the statesmanship of Mr Karamanlis.'

Mr Judd said the government looked forward to completing the negotiations for Greek accession within the next few months and to welcoming Greece into the community, preferably in 1980, but certainly no later than the beginning of 1981. Portuguese negotiations were now under way.

Spanish negotiations were to open formally next month and Britain would want to see substantial negotiations following as soon as possible, but definitely not later than the summer, Mr Judd said.

Britain was anxious to avoid unnecessary dislocation in the community which could result if the dates set for Greece, Portugal and Spain to join the EEC were too spread out. 'Our hope is that Portugal and Spain will become members of the community by 1983 at the latest'.

Turning to discussion of the community as a whole, Mr Judd said that what sometimes disturbed him was the tendency in the community to confuse institutions with policies. 'I hope that in their important work the "three wise men" appointed by the European council have the essential distinction between objectives, policies and institutions very clearly in mind as they make their recommendations for the future of the community after enlargement.'

On the common agricultural policy, Mr Judd said that Britain was the second largest net contributor to the community's budget – a position which did not reflect the reality of the UK's relative economic strength.

Inevitably Britain had, therefore, a strong view on how the resources of the budget were utilised. 'We cannot accept a position in which more than 70 per cent of the budget goes into wasteful policies resulting in expensive food surpluses.'

The government did accept that there would be an extra cost to Britain involved in the process of enlargment and had been at pains to point this out in two debates held on enlargement in the house of commons in recent months. There seemed to be fairly general agreement that this was a price well-worth paying. 'We have estimated and put it to parliament as being in the range of £90 million to £115 million per annum at 1977 prices. We realise that there will be other consequential difficulties for our economy, not least in the sphere of the clothing industry, and of the claims at our expense which will understandably be made by new members of the regional and social funds.

'All these issues will require a spirit of understanding and rational constructive compromise in the common interest. What we are not prepared to envisage is a bill of £1,000 million per year to Britain for an agriculture policy which we believe is manifestly wrong and inefficient. We must eliminate costly, wasteful surpluses. We must see the interests of consumers throughout the community better represented against the interests of producers; and we must see reasonable access for third country produce.'

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Barnett explains UK budget payment

Next payment by the UK to the EEC budget will reflect the council of ministers' view that the declaration by the European assembly adopting the 1979 budget does not comply with the provisions of the treaty. The next contribution is due on 1 February.

Chief Secretary of the Treasury Joel Barnett gave the government's view in answer to a parliamentary question on 23 January.

The UK's payment on 1 January had been based on amounts provided for in the draft budget for 1979, on the basis of article 10 of regulation 2891/77. The level of this payment was therefore unaffected by the difference between the council and the assembly on the adoption of the budget.

Canada joins community coke research programme

Canada has joined a European research programme aimed at establishing the way coke behaves in blast furnaces. This information will then be used to determine the necessary qualities needed in coke to produce the optimum performance in blast furnaces.

The British Steel Corporation (BSC) is co-ordinating the four-year programme, which involves Belgium, France, West Germany, Holland and Italy besides the UK and Canada. The European end of the research has

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been going on during the last two years. The European commission and the Canadian government were, however, anxious to co-operate in some facet of steel research and the commission asked if Canadian steel manufacturers could participate in this particular study. The major part of the research will continue to be European, however.

Basically, coke is collected from 45 blast furnaces throughout Europe and the bulk of the samples are then sent to the UK for testing. It is the sampling which accounts for most of the cost of the project – currently nearly £1 million a year – which is funded from European sources.

A long-term outcome of the programme could be a saving in production costs, as it could lead to cheaper non-coking coal being used in blast furnaces. BSC believes there could be a saving in costs of 50p per tonne.

Proposals for certain 1980 EEC tariff quotas

The Department of Trade has been asked by the EEC commission to provide by the beginning of March statistical data in order to enable it to make proposals for renewing the 1980 annual community 'global' tariff quotas. These are full or partial suspensions of duties on a specified quantity (or 'quota') of imports from all sources outside the EEC. The information needed is for past 1978 UK imports and exports and expected 1980 domestic consumption and production. This information is being sought by departments from industry where it is not available from official statistics.

A list of 'global' tariff quotas expected to be opened in 1980 is set out below showing the categories into which they fall. These are:

1 tariff quotas the EEC is bound to open to satisfy obligations made under the General Agreement on Tariffs and Trade (Gatt)
2 tariff quotas provided for under protocols to the act of accession; and
3 'autonomous' tariff quotas; ie those which, although the EEC has no international obligations, member states may unanimously agree among themselves to establish.

The table shows in the case of the Gatt quotas the annual quantity of imports into the community as a whole that the EEC is bound to admit duty free. For the Gatt quotas the unanimous agreement of member states (as in the case of autonomous quotas) is required for any increase above the minimum prescribed. The allocation of any quota among member states is also a matter to be settled between them.

UK producers may either object to the renewal of the 'autonomous' tariff quotas or suggest upper limits, if they consider that they could themselves supply the whole or the greater part of the community import requirements. Any producer wishing to object should provide as much as possible of the following information to the address below by 23 February at the latest:

1 estimated community demand in 1980
2 estimated UK demand in 1980
3 UK production expected to be available for:
  a the UK market in 1980
  b the rest of the community in 1980
  c export to other countries for 1980

Other 'global' tariff quotas expected to be opened in 1980 include: magnesium, rosins, alpine cattle and dried grapes.

In addition should any user or producer of any goods specified in this notice consider that he has information that may be relevant he should send it as soon as possible to Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Community tariff quotas expected to be opened for exports from all third countries in 1980

Tariff heading	Item	Community's obligation under Gatt	Protocol to the Act of Accession	Autonomous
02.01 A(b)	Frozen beef	38 5000 tonnes at 20 per cent rate of duty	–	–
03.01 A	Certain fresh eels for processing	–	–	Autonomous
ex 44.15 A	Certain plywood of coniferous species	400 000 m³ duty-free annually	Protocol 11 provides for nil-duty quotas to be opened, the volume to be decided annually when it is established that all possibilities of supply on the internal market of the community will be exhausted for that year	Anything above 400 000 m³
48.01 A ex 48.01 F	Newsprint	1.5 million tonnes duty-free annually	Protocol 13 provides for an autonomous nil-duty quota to be opened annually for 48.01 A, when it has been established that all possibilities of supply on the internal market of the community will be exhausted for that year	Anthing above 1.5 million tonnes
50.02[1]	Raw silk	–	–	Autonomous
50.04[1]	Yarn wholly of silk	–	–	Autonomous
50.05[1]	Yarn wholly of silk waste other noil	–	–	Autonomous
73.02 C	Ferro-silicon	19 200 tonnes duty-free annually	–	–
73.02 D	Ferro-silico manganese	50 000 tonnes duty-free annually	–	–
ex 73.02 E	Ferro-chromium containing not more than 0.1 per cent by weight of carbon and more than 30 per cent but not more than 90 percent of chromium	3 000 tonnes duty-free annually	–	–

[1] The EEC had agreed to have the tariff quotas only till the end of 1976, they were extended for 1977, 1978 and 1979 but it is not certain whether they will continue in 1980.

Choosing a community business partner

The Commission of the European Communities set up the Business Co-operation Centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned to 'correspondents' in every community country.

Readers wishing to obtain further information about the requests for co-operation below should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

Measuring and control instruments (BRE/5516/345)
French limited company, manufacturing measuring and control equipment (Wattmeters, plan position indicators, signal level variation counters, signal monitors, control demodulators) and microinformation and peripheral equipment (modular microcomputers, one-chip microcomputers, stores, various peripherals: floppy disc, printer, etc) for industrial and scientific uses with a turnover of 15 million francs and employing 85, seeks partners in the UK, Sweden. The partners should manufacture either telephony or peritelephony instruments (excluding telephone exchanges) or complementary microinformation equipment: microprocessors, peripheral components, microcomputers, input-output couplers or teletransmission control equipment: for spectrum analysers, distortion analysers, telegraphy control apparatus (excluding those concerning microwave links and radio broadcasting).

The purpose of the co-operation would be reciprocal marketing of the partners' products. Languages: French, English.

Compost (BRE/5492/256.8)
French company producing composts and organic fertilisers (60 per cent of turnover) and potato plants (40 per cent turnover) with a total turnover 31 million francs, and employing 112, seeks a British or Danish partner producing either fertilisers for house plants, or horticultural equipment (except motorised cultivators and mowers), or flower seeds or bulbs, or pet products (care products, collars, leads etc) for reciprocal sales of the partners' products. Language: French.

Materials handling (BRE/5485/614)
Dutch company selling imported racking, goods handling machinery and other equipment for warehousing, factories and garages in Holland, Belgium, with 35 employees (15 sales/engineers) and a turnover of 12 million florins, in this and other (exporting) activities, seeks co-operation partners manufacturing warehouse and storage equipment (such as Euro-pallets, fork-lift trucks, conveyors, goods handling and hydraulic lifting equipment), with a view to concluding distribution/sales agreements. Finance for stocking partners' products is available. Languages: Dutch, French, German, English.

Car mats (BRE/4773-1/48)
Italian limited company, employing 195, manufacturing vinyl sheets and mats to order for original equipment in cars, and a turnover of about 10 million dollars seeks partners of similar size in the UK, manufacturing and marketing vinyl sheets for the packaging, interior decoration and automobile industries, with a view to reciprocal use of sales networks. Languages: French, English.

Industrial construction (BRE/5251/50)
Italian company engaged in industrial construction (also manufacturing prefab elements), and participating in international tenders, with a turnover of about 35 million dollars and employing 300, seeks one or more co-operation partners. The partner should be of similar size, already established in the prefabrication sector (i.e. an engineering company and/or constructor of plant and/or buildings) willing to co-operate technologically (exchange of know-how) and to tender jointly with the Italian company internationally. Languages: English, French, Italian.

Fluid-handling equipment (BRE/5490/32)
German subsidiary of a Canadian-based international group, active in fluid-handling equipment such as service station nozzles, fleet fuelling systems, tank-truck loading assemblies, dry couplers, swing joints, etc, for the oil and petrochemical industry, and with a workforce of 110, seeks co-operation in sales and production (for example licensing or know-how agreement) with companies in Great Britain and Denmark of about the same size and active in cryogenic valves, couplings and equipment for the nuclear and offshore industries, deep sea mining, and waste-products recycling. The German firm offers to the partner an introduction to the German market as well as, through the associated companies of the group, access to world markets. Languages: English, German.

Frozen foods (BRE/5439/414-1)
A French land-reclamation and farming company with a capital of 21 million francs seeks a partner for the freezer factory it is building. The partner could be: either a firm distributing a certain number of frozen products or, a firm already producing frozen vegetables or ready-cooked dishes, or, a firm producing canned or frozen meats or ice cream products. A cross-participation, however small, by each partner in the capital of the other is desirable. Languages: French, English.

Chemical trading (BRE/5077/612)
A Belgian limited company (turnover 800 million Belgian francs: 33 employees) selling oil and petrol additives, semimanufactured plastics, raw materials for plastic film, high polymers, additives for high polymers, raw materials and additives for the textile and paper industry, additives for treatment of bottled water and industrial water supplies and additives for the food industry seeks European partner marketing chemical products and plastic materials, with a view to cross participation in the partner's equity capital. Languages: French, Dutch, English, German.

Hardware (BRE/5463/614)
German export/import firm operating in the tool, cutlery, hardware and electro-acoustics sectors employing 65 and with a turnover of 21.5 million marks of which 45 per cent is in Latin-America, 31 per cent in south-east Asia, 4 per cent in west Africa and 20 per cent in Germany, seeks a partner in the EEC manufacturing or distributing tools or complementary hardware products. The partner should be well established in the European and other markets. The partnership is with a view to widening each others sales programmes. The German company is offering to introduce the partner's products on its own markets outside Europe. Languages: German, French, English, Spanish, Portuguese.

Personal management (BRE/5335/83)
German undertaking offering services in personnel training and development, the organisation of seminars on management, selling and remuneration systems, and business consultation with turnover of 2.1 million marks and employing 17. Seeks to establish an international association with British partner active in the same fields and with a knowledge of German. The co-operation would take the form of provision of know-how by the German company either through participation in the partner's capital or by setting up a joint company in the partner's country, in which the German firm would acquire a 5 to 25 per cent holding. Languages: German, English and French.

Guillotines (BRE/5517/327)
German manufacturer of high-speed paper-cutting guillotines (table to electrically controlled types), pile turners and pile lifts for paper and carboard industry, turnover 4 million marks of which about 1 million marks is on the UK market, workforce 35, seeks British company preferably active in paper machinery engineering and good contacts in paper and cardboard industry, either for sale of know-how and programme for paper cutting machines or joint venture production and sales of these machines on the UK market. Languages: German, English.

New EEC documents

This list of EEC documents was deposited in the house of commons in the seven days to 18 January. Commission reference numbers, where appropriate, are given in parentheses. The documents are available for consultation at the European Communities, Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments
R/3491/78. Proposal for a council regulation (EEC) amending regulation (EEC) 816/70 laying down additional provisions for the common organisation of the market in wine (COM(78)720).
R/3543/78. Draft council regulation adjusting the remuneration and pensions of officials and other servants of the European communities and the weightings applied thereto (COM(78)765).
R/3594/78. Proposal for a council directive amending directive 77/504/EEC on pure-bred breeding animals of the bovine species (COM(78)719).
R/3607/78. Proposal for a council directive on the approximation of the laws of the member states relating to noise emitted by lawn mowers (COM(78)387).
R/3608/78. Proposal for a council directive on the approximation of the laws of the member states relating to certain types of simple pressure vessels (COM(78)702).
S/2192/78. Proposal for a council decision authorising Italy to agree with Yugoslavia upon the provisional maintenance of the fishing arrangements currently in force (COM(78)743).
S/2255/78. Draft decision of the ACP-EEC council of ministers and proposal for a council regulation (EEC) derogating from the concept of 'originating products' to take account of the special situation of Mauritius with regard to its production of canned tuna (COM(78)726).
S/2262/78. Proposal for a council regulation (EEC) amending regulation (EEC) 265/78 on the importation of textile products originating in certain third countries (COM(78)735).
S/2263/78. Proposal for a council decision concerning the conclusion by the EEC of the agreement between the European Economic Community and the member states, of the one part, and the International Development Association of the other part (COM(78)758).
S/2076/78. Recommendation for a council regulation concerning the conclusion of the agreement between the European Economic Community and Romania on trade in textile products (COM(78)632).
S/2212/78. Proposal for a regulation laying down certain interim measures for the conservation and management of fishery resources applicable to vessels flying the flag of Spain for the period from 1 to 31 January 1979 (COM(78)760).

Consultative document
R/2984/78. Safeguarding of freedom of trade within the community letter from Etienne Davignon of 6 November 1978 to Henri Spaak (SG(78)D/12/882).

This list was deposited in the house in the seven days to 23 January.

EEC draft instruments
R/3434/78. Proposal for an estimate on the supply and demand for young male bovine animals weighing 300 kg or less and intended for fattening for the period 1 January to 31 December 1979 (COM(78)634).
R/3440/78. Proposal for an estimate of supply and demand for beef and veal in the processing industry for the period 1 January to 31 December 1979 (COM(78)624).
4016/79. Proposals for council regulations laying down certain interim measures for the conservation and management of fishery resources applicable to vessels flying the flags of Sweden and Norway and to vessels registered in the Faroe Islands (COM(78)751).
4088/79. Proposal for a council directive on the weights and certain other characteristics (not including dimensions) of road vehicles used for the carriage of goods (COM(78)728).
4102/79. Amendment of proposal for a council decision adopting a research and development programme for the EEC in the field of reference materials and methods and applied metrology (COM(78)739).

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to the Advertisement Department at 13 Great James Street, London WC1, telephone 01-242 9478.

4103/79. Amendment of proposal for a council decision adopting an energy research and development programme 1979-83 (COM(78)733).
4167/79. Modification of the proposal for a council decision adopting a research programme for the European Atomic Energy Community on codes and standards for fast breeder reactors (COM(78)738).

Consultative document
R/3426/78. Developments in the refining sector of the community oil industry (COM(78)697).

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Wine. Regulation (EEC) 2984/78 determining community methods for the analysis of wines and repealing regulation (EEC) 1539/71 (*Official Jgurnal* L360, 22 December 1978).

Animal feedingstuffs. Regulation (EEC) 3074/78 amending regulation (EEC) 1528/78 laying down detailed rules for the application of the system of aid for dried fodder (*Official Journal* L367, 28 December 1978).

Regulation (EEC) 3075/78 laying down detailed rules for the application of the special measures for peas and field beans used in the feeding of animals (*Official Journal* L367, 28 December 1978).

Hops. Regulation (EEC) 3076/78 on the importation of hops from non-member countries (*Official Journal* L367, 28 December 1978).

Regulation (EEC) 3077/78 on the equivalence with community certificates of attestations accompanying hops imported from non-member countries (*Official Journal* L367, 28 December 1978).

Oils, fats and oilseeds. Regulation (EEC) 3088/78 fixing for the 1978-79 marketing year the market representative price and the threshold price for olive oil and the percentage of the consumption aid referred to in article 11(3) of regulation 136/66/EEC (*Official Journal* L369, 29 December 1978).

Regulation (EEC) 3089/78 laying down general rules in respect of aid for the consumption of olive oil (*Official Journal* L369, 29 December 1978).

Regulation (EEC) 3130/78 determining intervention centres for olive oil (*Official Journal* L370, 30 December 1978).

Regulation (EEC) 3132/78 amending annex VIII to regulation (EEC) 1058/77 on the characteristics of olive oil and of certain products containing olive oil (*Official Journal* L370, 30 December 1978).

Regulation (EEC) 3134/78 laying down detailed rules for the application of the system of production aid for olive oil for the 1978-79 marketing year (*Official Journal* L370, 30 December 1978).

Regulation (EEC) 3136/78 laying down detailed rules for fixing the import levy on olive oil by tender (*Official Journal* L370, 30 December 1978).

Corrigenda. The *Official Journal* L8, 12 January 1979 contains the following correction to regulation (EEC) 3089/78 (published in the *Official Journal* L369, 29 December 1978) laying down general rules in respect of aid for the consumption of olive oil.
Page 13, article 4(1) (c) should read as follows:
'(c) placed on the market of the community at a price level which takes into account the amount of the aid in question.'
Page 13, article 6(2), second subparagraph should be replaced by the following:
'Should the minimum amount referred to above be reached during two or more reference periods, one application only for aid shall be submitted for all quantities packaged during those periods.'

Sugar. Regulation (EEC) 43/79 fixing for the 1978/79 marketing year the maximum amount of the contribution to storage costs which sugar manufacturers may require of beet and cane producers when sugar is carried forward (*Official Journal* L7, 11 January 1979).

Animal health. Decision 79/18/EEC amending decisions 78/693/EEC, 78/694/EEC and 78/695/EEC concerning the health conditions for imports of fresh meat from Argentina, Brazil and Uruguay (*Official Journal* L7, 11 January 1979).

EEC – your questions answered

This week we are publishing a selection of questions put to the Department of Industry's EEC Information Unit during the past month.
The unit helps businessmen by answering general questions about EEC membership. Its prime responsibility is with those matters which are the concern of the Departments of Industry, Trade, Prices and Consumer Protection, but it is usually possible to direct an inquirer to sources of specialist advice in other government departments.
Contact the unit by ringing 01-215 4301 (six lines) or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Technical specifications

Are there any EEC specifications laid down for electrical products? If so, where can I obtain them and any other information on standards?
There are no overall technical specifications laid down in the EEC, though most electrical products are the subject of EEC directives which require member states to introduce legislation establishing minimum safety levels. Existing national and international standards are used as guidelines.

Copies of EEC directives on technical standards of all types can be obtained from the Technical Help to Exporters (THE) branch of the British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 311.

THE is geared specifically to supply exporters with information on all aspects of overseas technical requirements and maintains a library of published standards. The library charges for its services with special reductions for members of the British Standards Institution.

Information is regularly updated through the International Standards Organisation reciprocal agreement under which an exchange of all published standards (plus amendments) is made between each of the standards institutions in over 80 countries. The library also carries other information such as codes of practice and non-standard regulations.

Only short-term loans are available and for long-term purposes sale copies of documents can be purchased from the British Standards Institution sales office, Pentonville Road, London N1 9ND, tel. 01-837 8801.

THE maintains a London branch of its library at 2 Park Street, WLA 2BS, tel. 01-629 9000, dealing solely with foreign national standards. For documents not in regular demand the library operates a one-off document supply service. American documents can be obtained on prepayment in US dollars plus airmail postage. Orders are placed in other parts of the world on behalf of inquirers, but only of the type of material kept by the library, not material normally ordered from book publishers and agents. A service charge is added to the cost of these orders.

Income tax

I am resident in the UK and my firm has offered me a job in Germany for nine months. Will I be liable to pay income tax in the United Kingdom?
Earnings from employment in another member state may be liable to United Kingdom income tax, depending upon the time spent abroad and the circumstances of employment. In cases where tax is paid in another member state on any earnings simultaneously liable to United Kingdom income tax, credit against any United Kingdom tax may be allowed.

Incomplete year
For a period abroad which does not include a complete United Kingdom tax year (from 6 April to the following 5 April) all earnings are liable to United Kingdom income tax wherever they arise and whether or not they are remitted back to this country. But provided the duties of an employment are performed abroad while you are absent from this country for periods amounting to at least 30 days in the tax year, a special deduction of one-quarter of the amount of the earnings relating to this period is given in charging them to tax. In certain circumstances this special deduction may be 100 per cent, i.e. no United Kingdom income tax is payable. This 100 per cent deduction is given where the qualifying period spent abroad in employment includes 365 or more days (whether this spans a complete tax year or not), allowing for short return visits to this country for holidays.

No liability
For a period abroad which includes a complete United Kingdom tax year, where employment in another member state is under a contract for full-time employment to be carried out wholly abroad, no liability to United Kingdom income tax on the earnings will arise provided any visits back to the United Kingdom are only short holidays.

If in doubt, advice about the tax position should be obtained from a local inspector of taxes, or from the Inland Revenue, Claims Branch (Foreign), Magdalen House, Stanley Precinct, Bootle 20, Merseyside. Leaflet IR25(1977) gives further details and is available from all tax offices.

Product liability

What is the latest state of play on the EEC draft directive on liability for defective products?
The draft directive has now been considered by the economic and social committee and the European assembly. The assembly has not yet made a report but when it has, the draft directive, after final amendments by the EEC commission, will be passed to the council of ministers.

This process will probably extend over the next two years and it is unlikely that the United Kingdom government will introduce independent legislation in the meantime while there is prospect of agreement in Europe.

Overseas trade news

UK to help build major projects for Trinidad and Tobago government

Under an agreement announced on 26 January the UK will take part in a number of important construction projects in Trinidad and Tobago.

In answer to a parliamentary question, trade secretary John Smith said that the UK had been invited to undertake a major housing project and the construction of a new hall of justice, the national library complex, the financial complex, a government printers and parking facilities.

Mr Smith said that a number of these projects were likely to throw up other opportunities for British firms to make a sophisticated contribution to the development programme of the government of Trinidad and Tobago. In particular opportunities existed where these projects could provide the opportunity for the transfer of technology to which the Trinidad and Tobago government attached substantial importance under its programme of government-to-government agreements.

Both governments hoped that as the development programme unfolded the memorandum of understanding would prove a suitable instrument to implement further co-operation. Mr Smith said the large programme of construction and property management which would be undertaken by the government of Trinidad and Tobago might require major developments of administration and of functional expertise within its machinery of government. The UK government had undertaken to afford suitable assistance and advice in this respect from its own expert resources.

Adult education

The government of Trinidad and Tobago also desires,' Mr Smith said, 'to expand and develop its programme of adult education and the memorandum of understanding notes the intention of both governments to make suitable arrangements for advice and assistance in this field.'

ChemAsia exhibition pays off for UK firms

First reports from ChemAsia indicate that UK firms in the British pavillion at the Singapore exhibition struck a rich vein of success. The pavilion at the exhibition which closed on 19 January was arranged by the British Overseas Trade Board. Among the successes were Chemlab Instruments, Hornchurch, which sold all the equipment off its stand. The largest single sale, worth approximately £16,000, was to a Malaysian tobacco company for flow analysis equipment with a data processor. The company's sales to south-east Asia are expected to more than double to over £60,000 during the next 12 months. Engineering and Chemical Supplies, Gloucestershire, signed contracts during the exhibition worth £25,000 for flour additives for a Singapore flour mill, and Newman Hattersley International of Ormskirk took orders during the exhibition for £15,000 worth of cast iron industrial valves.

Tintometer of Salisbury sold four new Lovibond automatic tintometers for colour grading of edible oils worth over £12,000 and John Poulten of Barking expects to double its present £70,000 worth of export business this year because of the exhibition.

Bone Cravens Daniels of Stroud, manufacturer of injection moulding machines for the plastics and rubber industries, expects to sell £27,000 worth of machinery to a south-east Asian customer as a result of the exhibition and Manor Engineering Company of Stoke on Trent is optimistic that over the next two years the firm will pick up over £1 million worth of business in the area for its pressure filtration equipment.

Simon Solitec of Gloucester expects as a result of the exhibition that exports to south-east Asia will exceed £100,000 a year after 12 months, and Pollution Control Equipment of Telford hopes to obtain over £5 million worth of business in the area over the next five years for its effluent control and treatment equipment.

UK again tops Middle East health fair

Nearly all the British firms at the Middle East health-care exhibition in Dubai from 24 to 28 February will be there for the first time.

Out of the 50 companies taking part – 40 firms are making their first showing in the Middle East.

For the second time the UK will have the largest national contingent. The joint venture is sponsored by the British Health-Care Export Council and the British Overseas Trade Board.

The British display will cover an extensive range of medical, pharmaceutical and hospital products and services. This will include lung ventilators, pathology equipment, ophthalmic, surgical and diagnostic instruments, laboratory apparatus, chemicals, sterilisation equipment, orthopaedic implants, artificial limbs, rehabilitation aids, x-ray units, hospital beds and furniture, operation tables, ultraviolet and visible spectrophotometers, industrial cleaning machines and floor maintenance equipment. Services will include the supply of hospital equipment, catering, laundering, maintenance and administration.

A two-day conference is being held in conjuction with the exhibition. Seven British speakers will read papers on the following subjects: 'Child health', 'The importance of medical records', 'Insect vectors and the fight against malaria', 'Water-borne diseases – the control of cholera', 'Accident and emergency services', 'The anaesthetist's role', and 'Maintaining and servicing equipment'.

EIS helps UK firm win New Zealand order

Through the British Overseas Trade Board's Export Intelligence Service a Dunstable-based high-technology company, Continental Microwave has received an order from the New Zealand Post Office for two satellite earth station downconverters.

In June 1978 New Zealand's Post Office issued a tender for the downconverters and the Export Intelligence Service circulated details in July 1978, Continental Microwave submitted a tender and technical proposal and in December received the order.

John Clifford, the firm's sales director, said that the company was very pleased to receive this substantial order. Mr Clifford praised the service for the assistance it had given.

Bond support limit lowered

A reduction in the minimum limit for export contracts qualifying for the Export Credits Guarantee Department's bond support scheme from £500,000 to £250,000 was announced on 25 January.

Parliamentary Under-Secretary of State for Trade Michael Meacher said in a written reply that the reduction was made in the light of a further year's experience of operating the scheme, and following consultation with the banks.

The new lower limit will enable ECGD to give help for a wider range of contracts entered into by exporters of capital goods where overseas buyers insist on the provision of bonds as a condition of contract.

The ECGD bond support scheme, introduced in 1975, applies to capital goods exports and overseas projects on cash or near-cash

terms. ECGD support is given by means of an indemnity to the bank or surety company issuing the bond under which ECGD is unconditionally liable to reimburse the bond-giver in full should the bond be 'called'.

During the nine month period April-December 1978, 49 guarantees for bond support were issued to a bond value of £29 million involving contracts totalling £294 million in value. The total number of guarantees issued since the scheme began is now over 200 in support of contracts worth more than £2,000 million.

Exporting electrical medical equipment to Europe: seminar

A one-day conference on 'Medical equipment for Europe' is being organised by Technical Help to Exporters (THE) on 3 April at the Tara Hotel, London.

One of the items to be covered at the conference will be the recently published International Electrochemical Commission's standards on medical equipment.

THE, an independent service of the British Standards Institution, is the expert on the technical regulations which concern Britain's exports. On this occasion, it will give exporters an up-to-date picture of the official technical and approval requirements as well as possible alternative testing schemes for medical electrical equipment in France, West Germany and the Netherlands. Experts from approval organisations in each of these countries will speak about their own regulations and procedures, and will be answering questions at an open forum.

Details can be obtained from Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ.

Export office procedure courses in Scotland

Export Office Procedure courses in Scotland organised by the Training Services Agency for the first half of 1979 will be held at various centres. The courses have two main objectives; to enable students to gain experience in office procedure and documentation associated with exporting; and to show them how to pass on this acquired knowledge in the most effective way. The syllabus assumes that students have experience of clerical work but not necessarily a knowledge of export techniques.

Sessions cover such subjects as bills of lading, marine insurance, contracts, letters of credit, bills of exchange, certificates of origin, customs declaration, air freighting, containerisation, and the EEC.

Each course lasts 25 hours beginning on a Tuesday morning and ending at Friday lunchtime. Fees would normally be £70 per member excluding VAT but fees will be waived in respect of students attending from companies within development/intermediate areas. This takes in the whole of Scotland.

Courses are non-residential and firms make their own arrangements for hotel accommodation.

Starting date	Locations
20 February	Dundee chamber of commerce[1]
20 February	Falkirk
20 February	Edinburgh
6 March	Glasgow chamber of commerce [1]
27 March	Edinburgh
3 April	Glasgow chamber of commerce [1]
17 April	Dundee chamber of commerce
17 April	Cumbernauld
1 May	Ayr
1 May	Glasgow chamber of commerce [1]
8 May	Edinburgh
15 May	Glasgow
22 May	Edinburgh
22 May	Aberdeen
5 June	Glasgow chamber of commerce [1]
12 June	Livingston
19 June	Edinburgh

[1] These courses may attract a handling charge imposed by the chamber concerned.

Inquiries in connection with these courses to: Training Services Agency (OS1-B) 9 St Andrew Square, Edinburgh EH2 2QX, tel. 031-225 8500 ext. 219.

Conference will discuss export report

A one-day export conference entitled 'Successful exporting – can we learn from France and Germany?' will be run by the London Chamber of Commerce and Industry in co-operation with Barclays Bank International, and with the support of the British Overseas Trade Board, on 6 March.

The conference will cover the most important aspects of exporting and relate them to the findings of the recently published survey on export development in France, Germany and the UK prepared by ITI Research for the British Overseas Trade Board, the London Chamber of Commerce and Industry and Barclays Bank International (*Trade and Industry*, 26 January).

Sir Peter Tennant, president of the London chamber, will be chairing the conference and Kenneth Corfield, Robert Heller, W. A. Mallison, Noel Wood and Andrew Tessler, the author of the report, will be among the distinguished speakers.

Further details can be obtained from Mr T. I. Weatherhead, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

Aid grants to India

Three grant agreements covering new British aid to India totalling £145 million were signed in New Delhi on 25 January. These grants, which will be mainly disbursed over the next two years, were pledged at the Aid India Consortium meeting in June 1978.

The three grants represent: a maintenance grant of £60 million for the purchase of British goods and services covering a wide range of items required to maintain existing productive capacity in both the public and private sectors; a mixed project grant of £75 million for the foreign exchange needs of large British-aided projects mostly taking several years to complete, including equipment for fertiliser plants and the provision of mobile clinics; and a sectoral grant of £10 million to assist the development of the priority sectors of electric power and coal mining through the provision of British goods and services.

Destination Hong Kong for route indicators

Specially designed route destination indicators (see inset picture) have been produced by Reeves Engineering Products, Newport Pagnell, Bucks, for rail-cars being built by Metro-Cammell, Birmingham, for the Hong Kong mass transit railway project.

Japan's public spending boosts import market

Japan's government is boosting its domestic economy by putting in hand a whole series of major programmes of public spending with environmental improvement projects playing an important part. Britain's Tokyo embassy reports on the possible import market open to UK firms.

In the last year or so there has been evidence of a recovery in the Japanese economy, and a dramatic appreciation of the yen (some 40 per cent in the last year and a half) contributed to a very significant increase in imports of manufactured goods.

To boost the domestic economic revival, the Japanese government has implemented a series of major programmes of public works and has presented proposals to the Japanese parliament for another programme which it estimates will be worth over 2000 billion yen in all. Environmental improvement projects are an important part of this public spending.

Orders for pollution prevention equipment placed by the government and local authorities with leading manufacturers totalled 348 393 million yen in 1977 – an increase of 54.2 per cent over 1976. In spite of stagnant demand from private industry, the sector grew by 27.8 per cent last year, with water treatment equipment increasing by 25.1 per cent to 294 061 million yen and refuse disposal equipment increasing by 69.9 per cent to 123 258 million yen in the greatest demand. These trends seem likely to continue into 1979.

It is, however, to the long-term market potential that most of the Japanese companies in the industry are looking.

For socio-political reasons Japan has historically spent relatively little on basic social infrastructure such as sewage treatment facilities.

The national rate of mains sewage diffusion is still only about 30 per cent, but it has recently become a government priority to raise this, and the Ministry of Construction's five year plan for sewerage construction for 1976-80 called for spending of 7 500 000 million yen.

Lured by this potential, many Japanese companies have entered the market, usually with imported technology, and there is still considerable interest in obtaining original technology in this area.

There are also opportunities for suppliers of products which are technically advanced and competitively priced, and which can be incorporated into plants built by the Japanese contractors. Slack demand is also producing intense competition among Japanese manufacturers of standard types of dust control equipment for use in the working environment.

The other main growth area where Japan faces immense problems is that of waste disposal. Here, too, is a market for advanced technology and equipment, particularly involving the more efficient combustion of waste and the handling of the resulting ash from the incinerator. There are a number of programmes to develop recycling technology in Japan, and this too has possibilities for co-operation with British companies.

Many of the major problems of air pollution have been overcome and demand is likely to remain slack unless and until proposals for overall limits on pollutant levels in certain severely affected areas are implemented. Control of nitrogen oxide levels, however, still poses unsolved technical problems.

Getting into the market

To help British companies to enter and develop the market for their equipment, the Engineering Industries Association and the British Overseas Trade Board are sponsoring an environmental engineering exhibition at the British Export Marketing Centre in Tokyo from 18 to 22 September 1979.

Inquiries about this can be addressed to the Exports to Japan Unit, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 614.

A Japanese import promotion mission will be visiting the UK from 25 February to 6 March 1979. On it will be representatives of leading groups that include environmental engineering among their interests. Inquiries about the mission can also be addressed to the Exports to Japan Unit.

Portugal to limit textile exports

Agreement has been reached with Portugal on a three-year voluntary restraint basis for the import of textiles into the UK, trade secretary John Smith announced on 26 January. Portugal is the UK's largest Mediterranean supplier, accounting for nearly half this country's textiles and clothing imports from low-cost Mediterranean sources.

Agreements have also been reached with low-cost Mediterranean textiles suppliers covering five-sixths of the UK's total imports from the area, with an average increase of less than 1 per cent on global ceilings for the eight most sensitive products. There has also been an insistence that, in the case of the UK, outward processed goods are accommodated within the agreed levels.

Details of the new arrangements with the key Mediterranean suppliers were outlined in a letter to the British Textile Confederation and the Trades Union Congress from the trade secretary.

Over 20 Petbow welders are being used to help with the construction of an aluminium plant for the Dubai Aluminium Co in Jebil Ali, Dubai. Operating in temperatures above 110° F with high humidity, plus extreme sand and dusty conditions, the welders are being used for all on-site metal fabrication work.

Current cost accounting:

Price indices for overseas countries

In 1977 the Central Statistical Office and the Inflation Accounting Steering Group jointly commissioned a study of the availability of price indices for current cost accounting in fourteen countries. The results of this study are available in a booklet, 'Current Cost Accounting: Guide to price indices for Overseas Countries', obtainable from Her Majesty's Stationery Office.

The booklet contains descriptions of the most appropriate indices, together with comments on their usefulness, for current cost accounting. In addition the booklet gives details of overseas price indices available in UN and OECD publications.

Price £1.60 (£1.72 by post). ISBN 0 11 630163 5

Moving in a westerly direction

Events in China after the death of Chairman Mao took most people by surprise and led eventually to a new political direction in which foreign trade, particularly trade with the west, is no longer a dirty word. On the eve of the visit to China by the Secretary of State for Industry later this month, Emrys Davies, counsellor (commercial) at the British embassy in Peking until the end of last year, describes the background to recent developments and explains the mechanics of trading with China today.

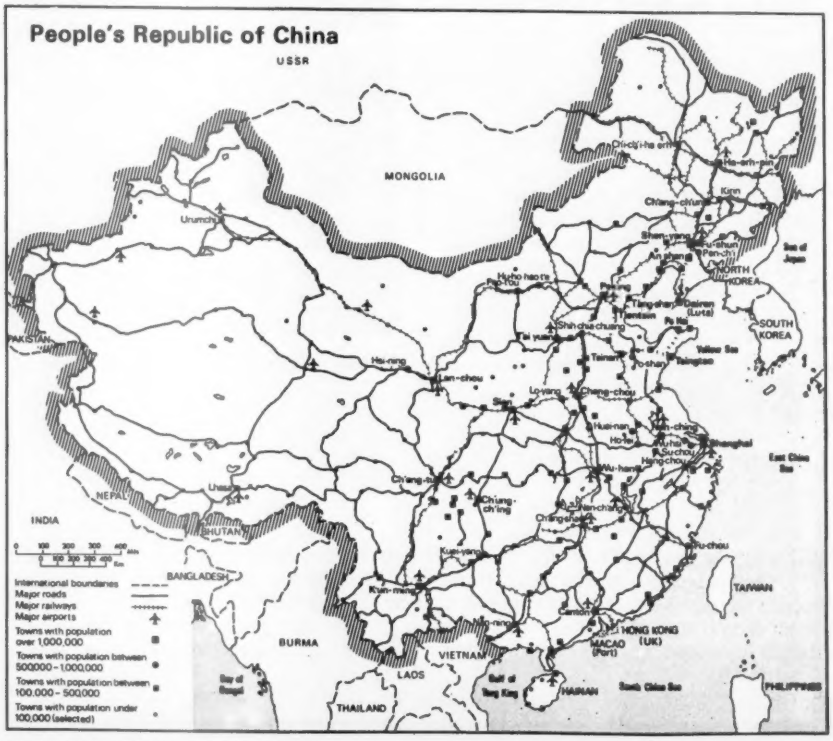
Now is both a good and a bad time to attempt a market report on the People's Republic of China. Good because the dramatic political and economic developments in China in the last year have focused world attention on the country once again and led many companies in Britain and, of course, other countries to make considerable efforts to discover and grasp the business opportunities arising. It is also a bad time in the sense that nobody but the foolhardy would claim to be certain that we have yet seen the full scope or depth of the changes being wrought by the Chinese government and people.

Some features of the Chinese scene however remain constant. Geographically China is vast, stretching several thousands of kilometres from the Soviet border on the Amur River to the islands in the South China Sea and from Shanghai to the very centre of Asia. But huge areas remain virtually unpopulated, being mountainous or desert. Despite the efforts of the Chinese peasantry over thousands of years and the gigantic land reclamation projects undertaken since liberation in 1949, by far the greater part of the population of 900 million or so is concentrated in the north China plain, the Sichuan (Szechuan)[1] basin and the valleys of south China. So while China is roughly the same size as the United States and there is a temptation to compare the two, it would be more appropriate to compare China with Canada, where there is a similar disproportionate concentration of the population in certain areas and similar difficulties in the way of creating the conditions for changing the population distribution in the foreseeable future. This is not to suggest that the Chinese policy of developing and populating the border regions is not succeeding. It is, but from the perspective of 900 million, a doubling of the population of Xinjiang (Sinkiang), for instance would hardly show up on the map.

Another demographic fact which needs to be borne in mind is that despite the tremendous progress in industrialisation in the last 30 years or so, about 80 per cent of the population lives in the countryside and is occupied in agriculture in one way or another. There are of course huge cities, such as Shanghai, Tianjin (Tentsin), Guangzhou (Canton), and Beijing (Peking). But the classic drift from country to city during the process of industrialisation has not taken place to anything like the extent in other countries. This is largely the result of policy decisions by the central authorities. For all sorts of administrative/political reasons, it is not easy for individuals to move around China. A peasant in Yunnan, for instance, cannot make a personal decision to move to Shanghai and become an industrial worker; food and cloth rations and accommodation would just not be available for him. At the same time it has been, and remains an important feature of China's economic policy, to build up industry in the countryside rather than concentrate it in the cities, and to send workers from the cities to the countryside.

The reference to a population figure of 900 million needs some comment. There has been no formal national census in China since 1953 when the figures of about 550 million emerged. In the last two years or so, however, there have been numerous references to provincial population figures which, in aggregate, come to something like 920 million. This, however, does not prevent very senior Chinese leaders, including some who work in the economic field, from referring publicly to a population of 800 million. If the figure is of importance to the reader, he should assess it to be nearer 1000 million than 800 million.

[1] To cope with the insistence on spelling Chinese place names in accordance with the official romanisation, rather than the eccentric system which has been used in the UK and elsewhere for the last 100 years, this report uses the official romanisation throughout, followed by the traditional spelling in brackets.



Recent developments

The last market report was published in *Trade and Industry* on 29 October 1976. With the benefit of hindsight one can say that this was a particularly bad time to produce a report. Before the ink was dry, the tragic earthquake had taken place at Tangshan, Chairman Mao zedong (Mao Tse-tung) had died and his widow Jiang Qing (Chiang Ching) and her associates (the 'Gang of Four') had been placed under detention. The Chinese economy, which was already suffering badly from political intervention, was further disrupted by the earthquake which virtually destroyed a major industrial centre and severely affected industrial production and other economic activity in Tianjin and, to a lesser extent, Beijing.

The death of Chairman Mao in September, which had been obviously imminent for some months, was nevertheless a shock, and an event which in the circumstances of the time was bound to cause anxiety about the future. Foreign political analysts generally assumed that there would be a lengthy period of mutual accommodation amongst the leadership while the economy would at best stagnate and at worst become involved in political manoeuvring. Events took most people by complete surprise. In October, Jiang Qing and other leaders were detained. There were no overt signs of resistance or support for them even in Shanghai which had come to be regarded as their stronghold.

There followed nine months or so of political and economic stocktaking and consolidation. It would appear that the economy had been disrupted by political interference to an extent which surpassed the fears of the pessimists, and there was a great deal of work to be done to get the economy back on the rails, let alone make progress. Although there was much talk

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Chinese Vice Premier, Wang Zhen, is presented with an aluminium-turned chess set at the Swan Hunter shipbuilders training school in Newcastle.

of bright prospects, the economy was on a plateau, and this had its effect on foreign trade. Exports were maintained more or less at their previous levels but imports dropped considerably and few big contracts were signed.

The turning point came in August 1977 when the Communist Party of China held its eleventh congress, and formally approved a new political direction which might best be summed up as pragmatic, and liberal within the limitations of a centralised one-party state.

It also elected a new leadership. Hua Guofeng (Hua Kuo-Feng) was confirmed as the chairman of the party and Deng Xiaoping (Teng Hsiao-ping) elected one of the vice-chairmen. To outside observers it was the re-emergence of Deng Xiaoping more than anything else said or done at the conference which gave weight to the claim that China was embarking seriously again on the course of economic modernisation laid down by Premier Zhou Enlai (Chou En-lai) at the fourth national people's congress in January 1975.

It was however not until the fifth national people's congress held in February 1978 that the seal was set on the new policies. At this congress, Hua Guofeng, who was elected premier (thus maintaining his paramount position in both party and state structures), read the report which put some meat on the bones of China's new economic policies. The new leadership committed itself unequivocally to the 'four modernisations' in agriculture, industry, national defence and science and technology, which will make China an advanced industrial state by the end of the century. In the shorter term there was to be a 10-year plan up to 1985: as two years of this plan had already run, the pressure was on. Premier Hua revealed inter alia that there were to be 120 major new projects including iron and steel complexes, coal mines, ports, railways. Steel production was to reach 60 million tons in 1985 compared with about 20 million tons in 1977. Agriculture was to be mechanised as swiftly as possible and grain production to reach 400 million tons by 1985, compared with about 290 million tons in 1977.

Premier Hua made clear that China remained committed to a fundamental policy of self-reliance: it would import only what it could not produce itself. The long-term aim remained economic self-sufficiency. But foreign trade was no longer to be a dirty word. The Ministry of Foreign Trade was no longer the 'Ministry of National Betrayal', as it was apparently referred to by the 'Gang of Four'. It was explicitly recognised that China could and would benefit from foreign trade and would need to import considerable quantities of advanced equipment and technology and even managerial techniques in order to achieve the speed of economic development to which the government had committed itself.

What does China want to buy?

We now get down to the nitty-gritty question. Unfortunately despite the new pragmatism on the part of the Chinese authorities and an increasing readiness to provide information, details of China's economic plans and specifically of its import requirements remain very difficult indeed to come by. There are all sorts of reasons for this, but one important reason is that, at the time of writing, the details of the plans were still being formulated and discussions with foreign companies and governmental organisations were helping the Chinese to define what was desirable and possible.

There has of course been a good deal of talk about priorities and it is here that the iron and steel, coal, petroleum and petrochemical, non-ferrous metals, railway, transport, agricultural mechanisation, electrical power generation, aviation, and shipbuilding industries have all been described as priority areas at one time or other, but so have other industries. To list them all would merely provide a catalogue of important sectors of a developing continental economy. And it is clear that every industrial ministry is being encouraged, or feels able, to investigate by contact and discussion with foreign experts the possibilities that might be open to it if money were no object. As a result, in the last year or so, there has been an unprecedented influx of representatives of foreign companies visiting China at the invitation of Chinese ministries, corporations and other more specialised bodies and an impressive exodus of Chinese fact-finding missions to other countries, often headed by ministers or even vice-premiers.

As many readers will know, the UK has played a very full part in these activities. We have welcomed visits, inter alia, from large delegations led by Vice-Premier Wang Zhen (Wang Chen) who has substantial industrial responsibilities, the Minister of Foreign Trade, the Minister of the Third Ministry of Machine Building (ie aviation), the Ministry of Metallurgical Industries, a vice-minister in charge of the the State Planning Commission and a vice-minister of the First Ministry of Machine Building (agricultural machinery). In the opposite direction, in addition to the numerous visits by companies (who will not necessarily wish competitors' attention to be drawn to their visits) there were important visits by ministers, top industrialists and public servants. The then Secretary of State for Trade, Edmund Dell, visited China in August 1978 and was accompanied by a team of very senior industrialists and bankers. David Ennals, Secretary of State for Social Services, and Shirley Williams, Secretary of State for Education and Science, also visited China in the summer of 1978 and revealed by their visits that possibilities of co-operation and business existed in the fields of their responsibilities.

Among the industrialists special mention should be made of top-level missions led by Lord Nelson and Lord Roll in October and November 1977 respectively. They occurred at precisely the right time to persuade the Chinese authorities that the economic situation in the UK, and in particular the state of inflation, had improved to such an extent that UK companies were now again in a position to compete for large-scale, fixed-price projects and that, in the next buying round of complete plant and other major projects which was expected shortly, British companies should be given the opportunity to compete. They wanted to know why, if the UK was doing record business worldwide, her performance in China was so disappointing. Members of these missions clearly spoke convincingly and, within months, British companies were being invited to compete for major contracts and in some cases succeeding.

To get back to the main question as to what the Chinese want to buy, the answer must be a general one. The Chinese will be interested in, and consider buying, any advanced equipment or technology which will help them meet their ambitious targets for the four modernisations of agriculture, industry, national defence, and science and technology. It would make sense therefore for companies to turn the question round and ask themselves what they possess in the way of technology or know-how or produce in the way of equipment, which is of the highest world standards, or is genuinely unique. Only if they are confident that they have something top-class to offer should they consider trying to get into the China market. The mechanics for doing so are described below.

Size of the requirements

It is probably true that if one put together in one package all the equipment, technology and major projects in which various Chinese

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authorities have expressed serious interest in the last year, the transfer of resources implied would strain the combined capabilities of the industrialised nations and the financing would be quite beyond the ability of the Chinese to manage. But no such a package is being put together, at least not at the same time. While companies should not doubt the seriousness of the Chinese in their technology and products, they should be particularly careful at present to discern and where necessary to seek clarification of the priority which their Chinese interlocutors attach to a particular project. Admittedly a particular ministry may not be in a position to be precise until proposals have been considered by the central authorities, such as the State Planning Commission, which will have in mind the limits on China's abilities to buy from abroad.

The size of the Chinese import programme will of course depend on the success of China's export efforts. It became clear during 1978 that China's traditional exports, such as textiles and agriculture-based products, could not be expanded quickly enough to meet even the minimum import programme. Hence the efforts being made to export crude oil, coal, metals and minerals. Hence also Chinese interest in any form of 'self-financing' import such as buy-back and compensation trading and joint ventures. The Chinese now will consider virtually any form of financing foreign trade or means of securing the import of technology and equipment. In this respect the door is wide open for companies and indeed banking institutions to propose package deals which will obviate or minimise the problem of finance.

Mechanics of trading

As in other state-trading countries, both import and export trade has, in the main, been carried out by state trading corporations operating under the Ministry of Foreign Trade. For a full list of these corporations and their areas of responsibility, see page 230. And while a good deal of China's export trade has been dealt with at the twice-yearly Guangzhou fair (see below) and by branches of the trading corporations in the provinces – particularly Shang hai and Tianjin, for example – some export business has always been done at head offices in Peking and virtually all the import business has been concluded there. However things are changing, and how much further they will change is not yet clear. For instance, some ministries are playing a very much more active role in negotiating contracts than hitherto; the Ministries of Metallurgy and Coal are cases in point. The key departments in these ministries may be the foreign affairs department or the planning department. At the same time, new corporations are being established, not necessarily in the Ministry of Foreign Trade – the China National Machinery and Equipment Export Corporation, for example, which apparently comes under the First Ministry of Machine Building. To make matters more complicated, a certain amount of decentralisation of economic decision-making is taking place. The result is that it is now much more important to be in contact with provincial foreign trade bureaux and branches of corporations.

Companies wishing to introduce themselves, their products, technology and proposals to the Chinese should be prepared to spread their bread widely on the waters. Having first taken the advice of the Department of Trade, British Overseas Trade Board or Sino-British Trade Council (SBTC) they will probably have to send their literature to a number of addresses: the appropriate trading corporation(s) in Beijing; branches of the corporation(s) in other parts of China; the ministry concerned; and to end-users, a factory or research institute, for example.

This literature should be technical, specialised and factual. Given the tremendous volume of material being sent to China by companies from all the industrialised countries, it is advisable these days to have at least the covering letter and introductory material translated into Chinese. The SBTC can advise on reputable translation agencies. The covering letter should make clear whether the company is interested in merely selling products or is also prepared to sell technology, and whether company representatives wish to visit China to discuss business possibilities.

Companies should send copies of their literature and an explanation of the action they have taken to the commercial section of the British embassy in Beijing and the commercial section of the Chinese embassy in London, both of which will be able to advise on further action and may be able to follow up themselves directly.

One of the traditional difficulties of trading with China has been that of getting through to the end-user. One way of making contact is to take space in the Chinese language magazine *British Industry*, published by the SBTC and mailed direct to a very large number of factories, institutes and learned societies throughout China

China's growing interest in British technology is symbolised here by one of a fleet of Tridents ordered for its national airline.

Although much advice and expertise is available from the official bodies already mentioned, there is no substitute for a visit by company representatives to China. This is difficult to arrange. A visa is necessary and visas will not be issued unless a Chinese corporation or other body is prepared to sponsor a visit. This they will not do directly until they are convinced that they have a serious interest in what a company has to offer. Applying for a visa therefore is a good way of testing whether the Chinese are interested. But it is not infallible, and companies should not be deterred from persevering if visas are refused.

If an individual ccompany visit is not possible or desirable for any reason, companies should investigate the possibility of joining one of the fairly numerous missions which go to China every year, organised either by chambers of commerce or by trade associations. It goes without saying that companies should consider seriously taking part in any appropriate exhibitions which might be mounted. It is worth noting that it is increasingly a requirement for visiting businessmen to give technical seminars. There may be reluctance to do so on the grounds that a technical seminar gives away information without benefit to the donor. Companies of course have to make up their own minds but they should appreciate that a technical seminar, if accepted by the Chinese, will ensure that the company representative (who will need to be highly qualified technically) will have an invaluable opportunity to meet Chinese experts and end-users. They will naturally wish to get as much information as possible but will respect a firm indication that certain information is an industrial secret.

There are various other ways for companies to make themselves known to the Chinese. They should certainly seek to be visited by appropriate Chinese delegations (Department of Trade and SBTC will be aware of impending visits). They should also indicate to the commercial section of the Chinese embassy in London a readiness to host a visit to their company by members of the section, many of whom are representatives of the trading corporations in Peking. SBTC also arranges functions specifically designed to give businessmen the opportunity to meet Chinese visitors and embassy officials and other British businessmen with an interest in, and often great experience of, trading with China.

Finally, the Guangzhou fair deserves a particular mention. Its official title is the Guandzhou Export Commodities Fair and is held twice a year, from 15 April to 15 May and 15 October to 15 November. As its name suggests, it is primarily concerned with promoting Chinese exports, but a certain amount of import trade is concluded. All the trading corporations in Beijing (except Techimport) are represented at the event, as are many branch corporations from the provinces. There is therefore a good deal to be said for taking advantage of the presence in the Far East of a company representative to make contact at the fair with representatives of the appropriate corporations. Invitations to the fair and visas should be requested from the commercial section of the Chinese embassy in London.

Inquiries

China's interest in doing business with a company might take one of several forms. The

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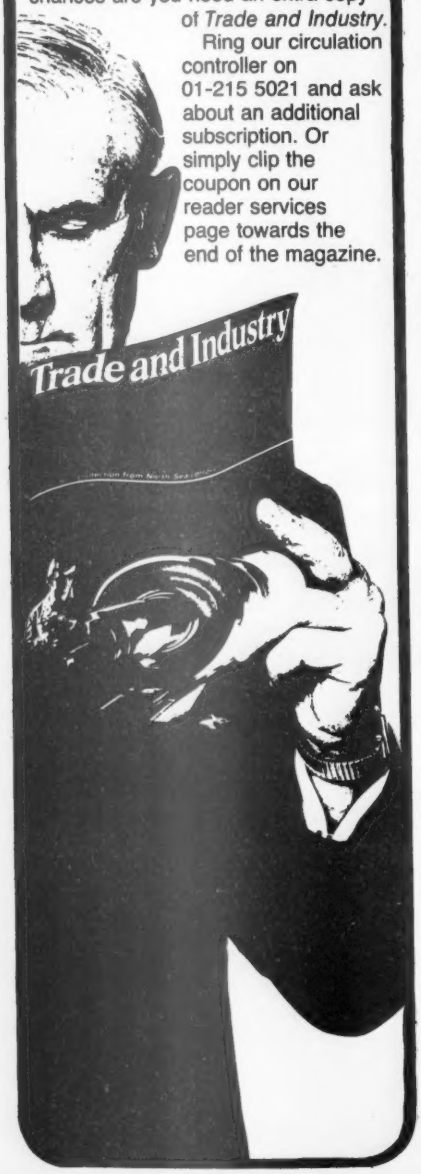

UK-China trade 1973-77

£'000

	1973	1974	1975	1976	1977
UK exports – total	84 802	71 738	80 752	68 215	62 316
of which					
Textile fibres	7 278	12 065	5 558	7 140	5 800
Chemicals	2 395	1 920	2 050	2 141	4 464
Textile yarn, fabrics, made-ups	2 446	3 939	1 933	3 207	1 489
Non-metallic mineral manufactures	5 542	1 892	2 606	810	476
Iron and steel	6 058	3 914	2 803	8 150	4 099
Non-ferrous metals (aluminium)	27 832	5 427	8 795	1 424	470
Machinery, other than electric	8 268	17 294	24 058	8 395	8 863
Electric machinery	3 000	3 191	4 111	5 234	4 626
Transport equipment	16 001	14 143	25 075	28 082	27 741
Scientific instruments	3 341	1 746	1 519	1 326	1 105
UK imports – total	47 834	66 681	59 312	85 011	104 388
of which					
Meat (frozen rabbit)	3 114	4 042	5 105	4 861	7 180
Fish, and fish preparations	117	689	1 564	1 285	363
Fruit and vegetables	2 149	2 295	2 740	3 880	5 073
Coffee, tea, cocoa, spices	1 209	3 013	2 857	5 020	7 766
Hides, skins, furs	2 144	2 147	2 397	3 105	4 621
Textile fibres	8 423	9 531	6 219	11 750	13 838
Crude fertilisers and minerals	695	1 007	1 638	1 382	2 153
Crude animal and vegetable materials	5 299	6 022	4 365	8 325	8 479
Chemicals	2 668	6 254	3 650	6 322	7 881
Essential oils and perfume	1 252	3 409	1 490	1 679	2 484
Leather and leather manufactures	1 716	2 235	2 411	3 711	3 142
Textile yarn, fabrics, made-ups	6 560	9 795	9 797	12 318	18 253
Non-metallic mineral manufactures	2 282	2 998	2 098	1 118	884
Non-ferrous metals	99	448	478	335	2 852
Machinery, other than electric	155	387	306	5 209	1 424
Transport equipment	247	634	1 077	1 434	1 441
Clothing	942	779	734	2 310	2 004
Miscellaneous manufactures	1 947	2 896	3 116	4 287	6 227

Source: Overseas Trade Statistics of the UK.

UK-China trade 1978

£'000

	1978 Jan-Nov
UK exports – total	86 468
of which	
Textile fibres	7 762
Chemicals	8 301
Dyeing, tanning, colouring mats	2 670
Artificial resins and plastics	1 207
Textile yarn, fabrics, made-ups	1 662
Non-metallic mineral manufactures	2 209
Iron and steel	19 428
Non-ferrous metals (aluminium)	1 566
Industrial and power generating machinery	16 278
Telecommunications	2 074
Electrical machinery	1 032
Transport equipment (not road vehicles)	14 816
Scientific instruments	4 150
UK imports – total	104 256
of which	
Meat (frozen rabbit)	6 827
Fish and fish preparations	562
Fruit and vegetables	4 807
Coffee, tea, cocoa, spices	4 998
Hides, skins, furs	5 044
Textile fibres	15 293
Crude fertilisers and minerals	2 116
Crude animal and vegetable materials	7 394
Chemicals	5 529
Essential oils and perfume	1 689
Leather and leather manufactures	2 313
Textile yarn, fabrics, made-ups	22 876
Non-metallic mineral manufactures	1 218
Non-ferrous metals	111
Non-electrical machinery	205
Transport equipment (not road vehicles)	1 060
Clothing	2 550
Miscellaneous manufactures	7 460

Source: Overseas Trade Statistics of the UK.

most likely one is a telex out of the blue from, for instance, a corporation in Tianjin asking for a quotation for a particular product, or a corporation in Beijing inviting company representatives to visit China to discuss a project. Companies should not regard such communications as meaning that the business is in their pocket: they have probably only got to first base. The Chinese have almost certainly sent similar telexes to competitors in other countries. Companies should respond swiftly and in as much detail as possible; it is a common complaint of Chinese corporations that British companies respond less promptly and less impressively than competitors, in Germany and Japan, for example.

Inquiries from Chinese corporations tend sometimes to be less than completely explicit. Where companies are in doubt about what the Chinese want, they should seek the assistance (by telegram) of the commercial section of the British embassy in Peking which will be able usually to get clarification from the originator.

Negotiations

Chinese trade negotiations are very tough indeed, but the Chinese are good and honest negotiators. During the negotiation process care has to be taken over certain aspects of payment terms, arbitration, and conditions for any technical personnel sent to China under the contract. It is important also to remember that the Chinese put much stress on exact compliance with technical and other specifications for equipment and any tolerances should be spelled out in the contract.

Advice on general negotiating techniques and particular points can be obtained from the Department of Trade, British Overseas Trade Board, or the Sino-British Trade Council.

Advice and help from DoT

Firms seeking advice about China should first contact Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, which is in a position to provide introductory information on the market and to process requests for assistance and advice.

The China-Hong Kong Unit, Department of Trade, 1 Victoria Street, London SW1H 0ET, is responsible for all matters concerning the UK's commercial relations with China and can advise on general issues, particularly those concerning the techniques of negotiation with Chinese corporations.

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC2M 7HU, can give advice on outward missions, exhibitions and other trade promotion exercises in China.

Overseas Visitors' Bureau, British Overseas

The Chinese require more technical information.

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For more details please contact our UK representative Peter Bundick, 10 Elm Close, Wanstead, London E11 2JE. Telephone: 01-639 4539 or 01-989 3746 (out of office hours).Or write to us direct: China Translation & Printing Services Ltd. Reliance Building 6th Floor, 24 Wong Chuk Hang Road, Aberdeen, PO Box 4013, GPO Hongkong. Telephone: 5-521990 or 5-520245. Cables TRANSPRINS.

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Trade Board, Export House, can give information on Chinese missions to the UK.

The Sino-British Trade Council, 25 Queen Anne's Gate, London SW1, is the area advisory group assisting the British Overseas Trade Board in all aspects of two-way trade with China. It can give advice on the China market and on forthcoming missions. It publishes the Chinese-language magazine *British Industry* which is mailed to addresses in China. It also organises ad hoc publicity exercises – 'avalanches' – for the dissemination of technical information to Chinese addresses on particular aspects of British industry, publishes a monthly journal for firms, and arranges for social gatherings and meetings on China trade. The council is represented at the Guangzhou fair.

The commercial section of the British embassy, 11 Guang Hua Lu, Peking, People's Republic of China, tel. 521961 can offer advice and help to businessmen visiting China. Firms intending to visit are strongly advised to inform the embassy in advance and in any case to call on their arrival in Peking.

The commercial section of the Chinese embassy, 112 Westcombe Park Road, Blackheath, London SE3 7RZ, should also be contacted by companies seriously interested in the China market. The staff of the commercial counsellor includes a number of the representatives of the individual trading corporations. Contact with the Chinese embassy is not however a substitute for direct correspondence with the corporations but a useful addition to it.

The next few years

The sixty-four million dollar question is whether the new face of China is here to stay or whether we shall witness another major political upheaval within the next few years which will negate the efforts of British companies to get into the market and put at risk the investments already made? The reader will not expect me to be any more categorical in predicting political events in China than he would in discussing the future of his own country, but my considered opinion is that while there may be changes in leadership over the next few years (given the age of some of them, there will have to be), and changes in tactics, the broad strategy will remain operative.

Rapid modernisation

China will remain committed to very rapid modernisation of industry, agriculture, defence and science and technology and in order to achieve its aims will rely on economic, commercial and financial co-operation with the west.

China's main state trading corporations

China National Foreign Trade Transportation Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Zhongwaiyun Peking
Main business handled: arranging transportation of import and export goods of foreign trade.

China National Light Industrial Products Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Industry Peking
Principal imports and exports: General merchandise, paper and paper boards, building materials, electrical appliances, radio and tv sets, photographic and cinematographic equipments and supplies, stationery, musical instruments, sports goods, toys, leather shoes and other leather goods, pottery and porcelain, human hair, pearls, precious stones and jewellery, ivory and jade carvings, lacquer ware, cloisonne, plaited articles, furniture. artistic handicrafts and other handicrafts for daily use.

China National Machinery Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Machimpex Peking
Principal import and export programme: Machine tools, diesel engines and boilers, metallurgical machinery, compressors and pumps, hoisting equipment, transport machinery, mining machinery, agricultural machinery and implements, building machinery, vessels and marine equipment, textile machines and accessories, knitting machines and knitting needles, printing machines and ancillary equipment, machinery for food industry, rubber and plastics making machines, machinery for other light industries, lifts and escalators, tools, ball and roller bearings, electronic measuring instruments, electric measuring instruments, telecommunication equipment and devices, electric equipment and materials, chemical instruments, physical instruments, marine service instruments, geological instruments, hydrological instruments, meteorological instruments, optical instruments, other instruments.

China National Metals and Minerals Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Minmetals Peking
Trading in: steel plates, sheets and pipes, sections, tubes and special steels. Railway materials, metallic products, pig iron, ferro-alloys, non-ferrous metals, precious rare metals, ferrous and non-ferrous mineral ores, non-metallic minerals and products, coal, cement, hardware, wires, foils, etc.

China National Native Produce and Animal By-Products Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Chinatuhsu Peking
Principal imports and exports: *Native produce:* tea, coffee, cocoa, tobacco, bast fibre, timber, rosin, feeding stuffs, forestal produce, spices, essential oils, nuts and dried vegetables, patent drugs and medicinal herbs, as well as other native produce; *animal by-products:* bristles, tail-hairs, casings, hides, leathers, fur-mattress, fur products, bristle brushes, carpets, wool, goat hair, goatwool, camelwool, rabbit hair, feather and feather products and other animal by-products.

China National Technical Import Corporation
Erh Li Kou, Peking
People's Republic of China
Cable: Techimport
Principal imports: complete plant and equipment covering new technological processes. Also the purchase of technical patents and the conduct of technical exchanges in areas of advanced technology.
No. 1 department: import of complete plant for light industry and chemicals (eg artificial fibres and fertilisers).
No. 2 department: import of complete plant for the mineral and metallurgical industries, including mining, iron and steel, coalmining equipment, mineral processing and oil drilling.
No. 3 department: import of complete plant for mechanical and electrical engineering, including power generation, truck building, ship building and complete engine plants.

China National Textiles Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Chinatex Peking
Principal imports and exports: raw cotton, cotton yarn, raw silk, tussah silk, wool, man-made fibres, greysheetings, bleached-sheetings, dyed goods, printed and yarn-dyed fabrics, various kinds of blended fabrics of polyester and other materials, worsted and woollen goods, plush, interlining woollens, silk piece goods, rayon piece goods, mixed silk-rayon piece goods, tussah silk piece goods, synthetic fibre piece goods, spun rayon piece goods, garments for men, women and children, suits, overcoats, shirts, overalls, embroidered blouses, pyjamas, morning gowns, woollen sweaters, vests, cotton interlock singlets and trousers, cotton sweaters and trousers, swimming suits, socks, bath towels, bedsheets, woollen blankets, cotton blankets, kerchiefs, woollen knitting yarns, various kinds of sewing threads, drawn-work and embroidered table cloths, pillowcases, handkerchiefs, gloves, table towels, woollen needlepoint tapestry, etc.

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Cable: Hochungkuo Peking
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China National Cereals, Oils and Foodstuffs Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Ceroilfood, Peking
Principal imports and exports: cereals, edible vegetable oils and vegetable oils for industrial use, oil seeds, seeds, oil cakes and feeding stuffs, salt, livestock and poultry, meats and meat products, animal fats, eggs and egg products, fresh fruits and fruit products, fresh and dried vegetables, deep frozen vegetables, salted and preserved vegetables, aquatic and marine products, canned goods, sugar and sweets, wines and spirits, beverages, dairy products, rice products, condiments, etc.

China National Chartering Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Zhongzu Peking
Main business handled: chartering vessels and booking shipping-space.

China National Chemicals Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Sinochem Peking
Principal imports and exports: chemicals, rubber, rubber tyres and other rubber products, petroleum and petroleum products, chemical fertilisers, agricultural chemicals and insecticides, pharmaceuticals and medicines. Chemical reagents, medical instruments and supplies, surgical dressings, dyestuffs, pigments, paints, printing inks, etc.

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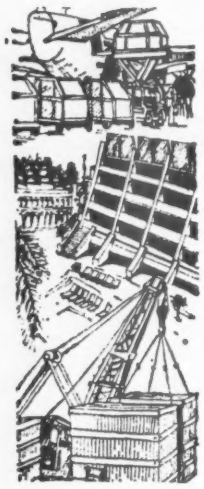

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Overseas trade exhibitions

Britain well represented at Paris fairs

January is a busy time for fairs in France. Britain has been well represented this year. Helen Taylor of the British embassy, Paris, reports.

Lighting

A variety of styles and materials was presented on the stands of the ten British companies forming the joint-venture group at the international lighting exhibition in Paris. It was held from 11 to 16 January, to coincide with the large international furniture show taking place in adjacent buildings at the Porte de Versailles Exhibition Park. The joint venture was sponsored by the Decorative Lighting Association and the British Overseas Trade Board.

Limelight (Electrical) Ltd, a faithful exhibitor at the event, succeeded in showing its various ranges, each to good effect, by the skilful layout and the discreet use of light on the company's stand. Sublime Lighting Ltd, another well established firm at the show, this year presented fringed lampshades in addition to its cane and lace ranges. The firm was very pleased with the show and has, as a result, decided to extend its distribution system in France; the company was also expecting substantial orders from Switzerland.

Gemfine Ltd, displaying reproduction oil and electric lamps, remarked that it had obtained an Australian customer who found the stand after seeing the Union flags – the 'trade mark' of the British group.

UK exhibitors included two newcomers with original and attractive products that proved very successful. Of these, OMK Designs Ltd, which had moved into lighting less than a year ago, had an arresting display of its elegant contemporary-design lighting in black and white. The firm received sample orders and inquiries from potential agents as far afield as the United States. A Touch of Glass, showing a selection of individually designed and vibrantly coloured lampshades, in hand-made glass, also obtained orders from Germany and Spain as well as France.

Furniture

Traditional English style and craftsmanship were on display at the international furniture show held in Paris from 11 to 15 January, which included a large group of British manufacturers, mainly exhibiting reproduction furniture.

This event, held once every two years, and rigorously confined to manufacturers, attracted large numbers of exhibitors from all the main furniture producing countries not only in Europe but also from further afield. The exhibition now takes up the major part of the exhibition park at the Porte de Versailles, and the British joint venture consisting of 59 manufacturers sponsored by the British Furniture Manufacturers Association and the British Overseas Trade Board, shared a building with exhibitors from Spain, Belgium and the Netherlands.

One of the most impressive and successful stands was that of the Christie-Tyler group of companies comprising Derwent Upholstery Ltd, Dominion Upholstery Ltd, Duresta Upholstery Ltd, REH Kennedy Ltd, Kingshall Furniture Ltd and Rayne Furniture Ltd. The group sold all the furniture on its stand and in addition took considerable orders from customers from both France and abroad.

The Silentnight group, representing Silentnight (Export) Ltd, Foster-Binder Ltd and Buoyant Upholstery Ltd, also did well. The group was attempting to break into the French market for bedding, a traditionally difficult area for British exporters.

Because it already supplies the Benelux countries, and therefore manufactures to continental specifications, the group managed to obtain a number of expressions of interest from French manufacturers. Another first time exhibitor, Leeny Jones Furniture Ltd, also obtained inquiries and test orders from major French departmental stores, in particular for its new range of bedroom furniture. Chippy Heath Furniture Ltd also did extremely well with its selection of telephone seats.

The capacity of UK manufacturers to maintain traditional standards drew a favourable comment from the French Prime Minister, Raymond Barre, when he visited the show on 15 January. Forecasts are that British exports to France, which in 1978 totalled over £15.5 million, will with the impetus of this show register further gains this year.

French Prime Minister Raymond Barre (left) with the British ambassador, Sir Nicholas Henderson, on the British stands at the Paris furniture show.

Jewellery

In spite of the extreme weather affecting northern Europe, the avenues were once again crowded for the opening of Bijorhca, the exhibition of jewellery, silver, clocks and giftware, held from 14 to 18 January in Paris.

British companies in the joint venture sponsored by the British Ceramic Manufacturers Association were distributed throughout the various sections. Relative newcomers reported an encouraging increase in business. B. E. Cook Ltd, displaying high-class fashion jewellery, estimated that business was up three fold compared with last September; a number of orders came from customers who had stopped to look last time without actually placing business. Hatton Chain Company similarly reported a greatly increased response from French buyers who are now becoming accustomed to seeing it at the fair. Etchmasters Ltd, also at the show for the second time, obtained a greatly increased number of orders for its copper-etched wall plaques from Belgium and Sweden as well as France.

Those already established in the market also did extremely well. Corocraft Ltd which included some attractive novelties in its existing range of fashion jewellery, expected to double the amount of business done at the previous show, while P. H. Vogel and Co Ltd, obtained important orders from prestige French establishments for its silver-plated ware, and estimated that as a result its business was half as good again as last year.

British tableware was once again displayed to splendid advantage on a large stand placed with those of the leading French manufacturers. Each range was laid out with appropriate crystal, cutlery and table decorations. This allowed the customer to admire to the full the delicate colouring of the Crown Staffordshire bone china, the particular glaze of the Midwinter earthenware, and the fresh designs of the Portmeirion pottery on show. One novelty from Adams was a revival of a range of nurseryware based on an engraving by William Adams.

Another regular exhibitior, from Celsteel Ltd, was as discreet as ever about business, volunteering merely that for him the show had been as successful as usual. As he is a dealer in diamonds and precious stones who is as choosy about his customers as they are about their supplier, this provided the final confirmation of the continuing status of this show and its importance for British exhibitors.

Store promotion boosts UK-Israel links

From P. R. Bull, British embassy, Tel Aviv

'British Weeks' in Israel opened in December as the BBC's marathon serial 'The Brothers' entered into its final episodes on Israeli television. The series closed with the announcement that the adventures of the Hammond family were to be replaced in the new year by those of the Bellamy household in ITV's 'Upstairs, Downstairs'. The Israeli public regards these programmes as the highlight of the viewing week, and the series certainly helped to predispose viewers to welcome a British promotion.

Union Jacks, Scottish bagpipes and a comprehensive range of British consumer goods made a big impression in the main shopping centres throughout Israel at the 12 department stores of Hamashbir Lazarchan, part of the country's largest civilian retail group. The 'British Weeks' promotion was opened by the British ambassador, John Mason, at the group's new 11 000 m² prestige store in Tel Aviv's Dizengoff Centre on 10 December to the skirl of the pipes and speeches from Yigal Griffel, the deputy mayor of Tel Aviv, and Shmuel Eyal, the group's managing director.

Hamashbir Lazarchan, Hebrew for the consumer's provider, is part of the Israel cooperative movement, and operates its stores throughout the country, as well as over 200 associated supermarkets and retail grocery shops which belong to the group's senior partner Hamashbir Hamerkazi (central supplier). The main department stores are located in Israel's largest cities of Tel Aviv (two stores), west Jerusalem, and Haifa. Smaller stores are situated in other centres of population, ranging from Kiryat Shmona on the Lebanese border in the north, to Beer Sheva in the Negev desert, and Eilat, Israel's port and holiday resort on the Red Sea.

Since Hamashbir's first British promotion in 1974, the group has become particularly well-known in Israel for its permanent Marks and Spencer's corners which reproduce faithfully the layout so familiar to all British shoppers, where the Israeli public can buy a range of imported 'St Michael' goods throughout the year.

During the British promotion, which was timed to take place during the peak buying festival of Hannuka (the festival of lights), there was a very wide range of other goods on sale from well over 100 British manufacturers, including: carpets, blankets and linen, toys, sports goods, luggage, toiletry and cosmetics, souvenirs and giftware, china and glassware, household goods and kitchen ware, men's, ladies' and children's wear, foodstuffs and Scotch whisky.

The advertising and window displays of British goods were of an unusually high standard. A simultaneous British fortnight at a leading Tel Aviv hotel 'The Diplomat' added to the impact of the promotion on the public.

Most encouraging was the spontaneous enthusiasm for the promotion from all branch managers and sales staff, most of whom reported daily takings to be up by at least 30 per cent during the first week. Some managers were concerned that a number of lines would be sold out before the promotion ended. Particularly popular were ladies' dresses, coats and skirts, knitwear, men's suits, toys and cosmetics. They all stressed the popularity of British goods with the Israeli public and reinforced the view that Israel is a good and loyal customer of the United Kingdom, which traditionally ranks among the first three of the major exporters to Israel.

Shmuel Eyal, the energetic managing director of Hamashbir Lazarchan, considered the promotion to have been a tremendous success.

Shmuel Eyal (left), managing director Hamashbir Lazarchan, escorts British ambassador John Mason and the deputy mayor of Tel Aviv, Yigal Griffel.

British fashion proves popular in Tokyo: record orders taken

From J. W. MacDonald, British embassy, Tokyo

Trade missions of British knitwear manufacturers have been a regular feature of the January scene in Japan over the last few years. Up to now, sample shows had been held by the missions at their hotels, but as an experiment, they decided that this year they would make use of the facilities available at the British Export Marketing Centre. The show, held from 16 to 18 January, was entitled 'British Fashion 79' and consisted of 27 companies.

As the organiser was the British Knitting Export Council, it was appropriate that the majority of the exhibitors were knitwear companies, but there were also representatives from the ladies' wear, children's wear and fashion accessories fields.

The products on display were at the high quality end of the market, but there was also a sprinkling of mid-market items; the latter designed specifically to attract the attention of the major Japanese supermarket chains, who are showing growing interest in imports from European countries and also in contract manufacturing.

Favourable market background

Japanese customs statistics show that of the total imports of knitted outer wear in the period January to September 1978 those from high quality countries were valued at £33 million. The main suppliers in this sector are Italy, France and the UK, in that order. Of significance was the fact that imports from the UK increased by 52 per cent in value terms, compared with a 6 per cent increase for France and a 4 per cent decrease for Italy. Reasons for this were not hard to find. The 'British look' is the 'in thing' in the Japanese fashion world. This, coupled with the strengthening of the yen, and the import promotion activities being pressed vigorously by the Japanese authorities, set the scene for a successful show.

Surprising results

The results were better than anybody had dared to hope. Over 1200 trade visitors were recorded in the three-day show, and they came with order-books at the ready. A feature of Japanese trade exhibitions is that orders are rarely placed at the show, the Japanese businessman preferring to conduct his hard business negotiations in his office following the exhibition. The case of 'British Fashion 79' was, however, an exception to the rule. Spot orders totalled £583,000 (a record for the marketing centre) with exhibitors confidently forecasting sales of over £4 million over the next year or so.

Interest across the board

An encouraging aspect of the show was that the interest was not confined to any one sector – all exhibitors reported a high degree of interest in their products, and agreed that this was a happy omen for a co-ordinated and long-term approach to the Japanese market. Jim Hambly, chairman of BKEC and spokesman for the group, said that today the fashion world was turning more and more to Britain for the lead in colour and design for men's, women's and children's wear.

The reaction from the Japanese trade was clear. Exhibitors voted unanimously that their show had demonstrated the vast potential of the Japanese market, and that the 1979 show should be merely the first of a series.

He expressed the hope that, apart from the obvious commercial benefits to his company and the boost to British exports of consumer goods, the promotion would demonstrate to Israeli manufacturers and exporters the benefits of operating to exacting standards of quality control, prompt delivery and competitive pricing. This would make Israeli goods more attractive on both the domestic and the overseas markets. He pointed out that those Israeli manufacturers who had caught on to this basic principle were already extremely successful in a number of export markets, including Britain.

The promotion was sponsored by the British Overseas Trade Board with additional support from the British Tourist Authority and British Airways.

Orders booked in at Holland's hotel show

From Leo Zonneveld, British embassy, The Hague

Horecava, the annual international trade fair for the hotel and catering industries, took up all the halls of the RAI exhibition complex at Amsterdam for four days from 8 to 11 January.

Nearly 67 000 national and international visitors passed through the three main entrances in the four days of the fair. Some 2000 manufacturers from 31 countries in and outside Europe showed their products. Roughly 400 exhibiting manufacturers and importers showed foods, disposables, equipment, furniture and other goods, ranging from coffee filters to complete kitchen installations for hotels, restaurants, cafes and institutional customers, such as hospitals, geriatric homes and nursing homes.

A large and attractively laid-out British combined exhibit, supported by the British Overseas Trade Board in conjuction with the London Chamber of Commerce and Industry, occupied almost the entire middle section of the east hall. The two island stands gave room to 25 British firms, six more than at the previous Horecava show, and to an information stand of the London chamber.

The range of equipment and products on display in the continuously busy joint-venture area varied from whisky to frozen fish and hotelware to floor-cleaning equipment. A British manufacturer of spirit measures and electric hotplate units received 200 inquiries and took 120 orders. A frozen fish distributor, received an extremely large number of positive inquiries.

A Stoke-on-Trent-based hotelware company reported 50 positive inquiries, including one from a giant Dutch multinational. Other inquiries for the firm's tableware came from Switzerland, Canada, Austria and even the UK. The enthusiastic joint-venture team reported valuable contacts, good prospects, firm business and agents.

Nearly half the number of all exhibitors showed positive interest in exhibiting again at Horecava. Two or three of the companies which did not yet have agents found worthwhile contacts, not only in the Netherlands but also in West Germany and Switzerland. All in all, participation was considered extremely worthwhile.

Overseas trade export services

Datapost extended to three more countries

The Post Office's international datapost service has been extended to provide UK customers with 'regular' contractual door-to-door mail deliveries to West Germany, Switzerland and South Africa.

From 2 January business documents, papers and approved magnetic tapes posted in London, Monday to Saturday, can be delivered the following working day to any place in the Federal Republic of Germany or West Berlin. Items posted outside London will be delivered the following afternoon.

From 8 January it has been possible to send merchandise to Switzerland and South Africa by both the 'regular' and 'on demand' services of International Datapost. Goods or papers for Switzerland posted in London Monday to Saturday will be delivered the following day to Geneva or Zurich and within 18 hours to other parts of the country.

Charge for the 'regular' services to West Germany and Switzerland are £7 for the first two kilograms and 70p for each additional 0.5 kg up to a maximum of 15 kg. The 'on demand' service to Switzerland costs £7.50 for the first two kilogrames and £1.10 for each additional 0.5 kg.

For the South African service, goods or papers posted in London reach addresses in Johannesburg the next day, and places in Bloemfontein, Cape Town, Durban, East London, Port Elizabeth and Pretoria within 48 hours. Items posted elsewhere in the UK take a day longer.

Charges are £12 for the first half a kilogram and then £3 for each additional 0.5 kg up to a maximum of 10 kg.

Further information: circle 314

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in this feature should be addressed to the Editor, Trade and Industry, Eighth Floor, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242 9478.

OT adds Bahrain and Kuwait to Middle East run

OT Express Line has added Bahrain and Kuwait to its Middle East calling schedule. The first sailing to offer this new link will be Emirates Express, loading in early February.

OT Express Line operates three large roll-on, roll-off vessels on its Europe-to-Middle East service, each able to load in excess of 2500 linear metres of cargo or 840 trailer equivalent units. Sailings are made every 17 days and the UK port of call is Immingham.

In the Gulf, OT now serves Dubai, Abu Dhabi, Umm Said/Doha, Bahrain, Dammam, Kuwait, Bandar Shahpour, and Bandar Abbas. The Pakistani port of Karachi and the Indian port of Bombay are also served on a regular scheduled basis.

Further information: circle 315

Pro-Motor enters exhibition forwarding

The Pro-Motor group of international forwarding and transport companies has extended its specialist activities to provide a full exhibition forwarding service. The new company – Pro-Motor Exhibition Services Ltd – entered this field on 1 February with a wealth of accumulated experience, gained over the past six years. The group is wholly British and has long been known at the exhibition venues of east and west Europe, and in the Middle East – including such diverse sites as Cairo and Algiers. Exhibition groupage will continue to be handled at the company's established depot at Sevenoaks but the head office is located in central London at 247 Regent Street.

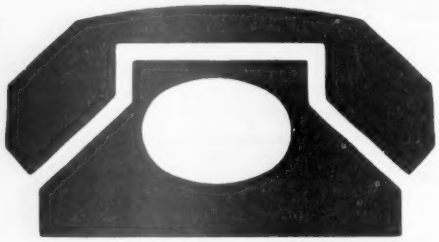
Further information: circle 316

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals; agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestocks meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade
423 France and French overseas departments, French overseas territories, Comoros
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara
471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa, Namibia and Swaziland), Zambia, British Indian Ocean Territory
472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire
473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E
Australasia and south-east Asia, Eastern Bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (part) and Asia (part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates
7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka

Overseas trade country data

Argentina

Food products. The Argentine Ministry of Economy announced on 8 January the first of the six categories of imports on which tariffs are to be reduced over a five-year period.

In resolutions 12, 13, 14 and 15, import duty reductions are to be made on certain food products falling within the following tariff numbers:

02.01 to 02.06, 04.05, 07.01 to 07.06, 08.01 to 08.13, 16.04 and 16.05, 20.01 to 20.07, 22.05, 22.09 and 22.10

These reductions are coming into force in two stages: on 8 January and on 1 August.

As from 1 August most of the food products listed in these resolutions will be admitted free of duty.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Files and rasps. The Australian government has announced the removal of the 12.5 per cent revenue on files and rasps falling within tariff heading 82.03.3. The duty is now 30 per cent. These goods no longer require an import licence.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Gearboxes, gears and shaft couplings. The Australian government has requested the Industries Assistance Commission to inquire into and report by 22 December on the question whether assistance should be provided to that sector of industry concerned with the manufacture of shaft couplings, gearboxes and gears therefore of a kind falling within tariff items 84.63.5, 84.63.7 or 84.63.99.

The commission has also been requested to report to the government by 12 July on whether the present temporary assistance should continue for a further period after the expiry of 12 months since it began.

UK firms and trade associations intending to submit evidence at the public hearings, dates and venue of which will be announced as soon as possible, should inform the commission at PO Box 80, Canberra, ACT 2600.

Evidence may be submitted through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel. 01-930 2524, who will represent UK interests if authorised.

The association charges a fee for its service, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 424/79

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Bahamas

Tariff amendments. The Bahamas authorities have announced changes in the rates of duty for the following items:

Tariff no./Description of goods	Rate of duty
17.04.2 Medicated cough sweets, pastilles, lozenges and the like	Free
87.02.1 Motor cars not including public service type vehicles	45%
87.02.2 Public service type passenger vehicles (eg motor buses, coaches)	45%

Inquiries: OTAR 01-248 5757 ext. 7312.

Dubai

Saccharine ban. Following unconfirmed reports that the Municipality of Dubai had banned the use and importation of saccharine products, the British embassy has since reported that although no formal regulation to this effect has yet been issued, the Public Health Department has stated that a ban on saccharine and other sweeteners is under consideration.

Until a final decision is made the Public Health Department prefer that imported products do not contain artificial sweeteners. No further details are available at present.

Inquiries: OTAR 01-248 5757 ext. 475/420/.

Egypt

Import regulations. Law 1036/78 consolidating import law is now being enforced by Egyptian customs.

The main changes are:

1 The validity of import licences has now been extended from three to six months;
2 Pro-forma invoices must be provided for import licence applications showing the country of manufacuture.

Inquiries: OTAR 01-248 5757 ext. 462.

Irish Republic

Children's nightwear. The Department of Industry, Commerce and Energy of the Irish Republic has made an order (SI no. 3/79) prohibiting the manufacture, assembly and sale of 'Tris' treated children's nightwear.

Copies of the order are available from the Government Publications Sales Office, GPO Arcade, Dublin 1. Price 10p (postage 8p extra).

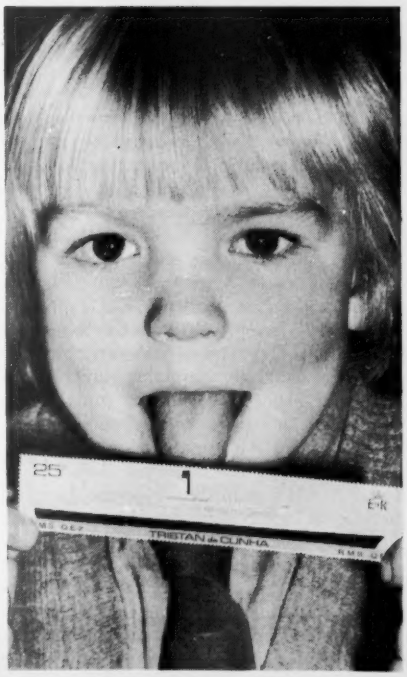
Israel

Industrial and R&D collaboration. The Israeli government has issued the following details of industrial projects suitable for collaboration with UK companies and organisations.

Research and development
Communication systems (rural telephone – tactical – solar and fibre optic systems); computers (mini computers, data storage, software etc); control systems (automatic systems for agricultural and industrial applications); medical equipment (diagnostic and monitoring equipment) electro-optics (meters, controls fibre optics); food industry (β-carotene from algae, synthesis of food additives, new methods of food processing); plastics (membrane developments, improved fibre production); pharmaceuticals (encapsulation, extraction, vaccines etc); chemicals (hydrometallurgical process, fertilisers, anti-fouling and anti-corrosion pigments); plant and machinery (numerical control, dental, and solar energy devices, vehicles, aircraft, electropolishing).

Industrial projects
Metalworking industries (special steels, machine tools, valves); electric and electronic (communication, control medical and electronic equipment, scientific instruments, components); chemical (petrochemicals, brine and phosphate

A long, lingering lick is needed for the biggest commonwealth stamp ever issued. The 25p stamp will be issued by Tristan Da Cuna on 8 February to mark the first visit to the Atlantic island by the QE2 liner.



deposits); mineral resources (Dead Sea deposits, limestone, clays, copper, iron); food (tea, bakeries, tobacco).

Kibbutz industries
Up to $5 million is available for investment in small light industries suitable for Kibbutz location.

Israel is a potentially attractive area for collaboration. It has internationally recognised research facilities include the Weizmann Institute, the Technion, the Hebrew and other universities. A well-organised industrial society with good managerial skills, high-quality scientific developments and solid legal system.

It offers: a wide range of industrial incentives including cash grants and loans which can total up to 75 per cent of the cost of project costs; substantial grants, in some cases up to 30 per cent of the cost towards approved research and development; tax concessions and unrestricted exchange control.

UK exports to Israel in 1978 amounted to £244 million.

Inquiries: Department of Trade International Technological Collaboration Unit (ITCU), Culham Laboratory, Abingdon, Oxon OX14 3DB, tel. 0235-21840 ext. 332.

Kenya

Exchange control. The Central Bank of Kenya has issued exchange control notice 1/79/10 (ref 8/6/01) of 2 January giving details of the new exchange control regulations announced on 20 December.

Import licences issued before the date of the circular will not be affected by the measures.

The regulations are designed to conserve foreign exchange and relate to tighter controls on imports including a requirement for importers to register with the central bank and to deposit between 25 and 100 per cent of the carriage and freight value of the goods with the bank.

Importers of certain goods are required to negotiate 180 days credit and in no case should it be less than 90 days.

Further details of the regulations are held by OTAR 01-248 5757 ext. 472.

Luxembourg

Foodstuffs. The Luxembourg *Memorial* A-no. 70, 31 October 1978, published two decrees dated 24 October 1978 concerning foodstuffs regulations.

The first amends the decree of 17 April 1973 and implements EEC directive 78/143 of 30 January 1978 on antioxidants used in foodstuffs destined for human consumption.

The second implements EEC directive 78/142 of 30 January 1978 relating to the harmonisation of regulations in member states on the use of materials containing vinyl chloride monomer likely to come into contact with foodstuffs. This decree comes into force three months after publication.

The Luxembourg *Memorial* A-no. 64, 4 October 1978, published a decree dated 20 September 1978 concerning colourings used in foodstuffs. This decree implements the EEC directive of 30 January 1978 which amends the directive of 23 October 1962 on the harmonisation of regulations relating to colourings used in foodstuffs destined for human consumption.

Copies of all the above decrees (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Cosmetics. The Luxembourg *Memorial* A-no. 80, 4 December 1978, published a decree dated 24 October 1978 which implements EEC directive 76/768 of 27 July 1976 concerning the harmonisation of regulations on cosmetic products in member states.

Copies of this decree (in French) are available and an English translation should be available shortly from OTAR 01-248 5757 ext. 288/466/467.

Clothing treated with Tris. The Luxembourg *Memorial* A-no. 70, 31 October 1978, published a decree dated 24 October 1978 prohibiting the sale of clothing and fabrics treated with tris-(2,3,dibromopropyl) phosphate.

Copies of this decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Madagascar

Import controls. The 1979 import programme for Madagascar announced by the Minister of the Economy and Commerce on 6 December 1978, includes the latest list of import prohibitions and goods subject to prior authorisation.

Inquiries: OTAR 01-248 5757 ext. 472.

Morocco

Additional taxes. It has been announced that as from 1 January the stamp duty on imports will be increased to 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 462.

Nigeria

Pre-shipment inspection. Further to the notices in *Trade and Industry*, 22/29 December 1978, page 640, and 12 January, page 74, the Nigerian Central Bank has published a further exchange control circular.

It states that, for goods that have already been received but for which no foreign exchange application has been made for foreign-exchange cover, authorised dealers should complete form 'M' and register them with the central bank, together with all the other necessary supporting documentation. For previously rejected applications, form 'B' (the old foreign exchange control application form) should be retained when resubmitting the application.

Specimen copies of form 'M' are available from the Commercial Relations and Exports Division of the Department of Trade, Room 337, 1 Victoria Street, London SW1 tel. 01-215 3064.

Portugal

Import licences. Portugal's *Diario da Republica* 263, 15 November 1978, published decree law 340/78 which makes certain alterations to the bureaucratic procedure for import licences.

The decree law states, among other things, that an import licence is valid for the clearance of only one consignment of goods. Should the goods have to be received in separate consignments, in special cases, global licences may be applied for and these will be marked a to c and will be valid for a period of one year.

In special cases, such global licences may be granted for periods of over one year with the Bank of Portugal's consent

The import licences continue to be valid for a period of three months, for customs clearance purposes and are not renewable. For payment purposes, however, the import licences are valid for a period of one year as from the date of customs clearance of the consignment.

Licences valid for periods up to 12 months or more may be granted in special cases with the consent of the Bank of Portugal, when the provisions governing the issue of global licences are not applicable.

Copies of the decree law in Portuguese only are available from OTAR 01-248 5757 ext. 461.

Seychelles

Customers tariff changes. The government of the Seychelles has revised the list of duties on a wide range of items in accordance with the Statutory Instrument no. 127 of 1978, 29 December 1978. The changes came into effect on 1 January.

The goods mainly covered are:

meat, fish and shellfish; fruits, nuts and vegetable; plants; beverages; tobacco; petroleum; vehicles.

Inquiries: OTAR 01-248 5757 ext. 471.

Sharjah

Saccharine ban. The British embassy in Dubai report that the Sharjah Municipality has banned the import of products containing saccharine.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Singapore

Pre-packed goods. The Singapore government has issued the Weights and Measures (Prescribed Quantities of Pre-packed Goods for Sale by Retail) Order 1979, which will come into force on 1 July. The products concerned are butter, rice, white sugar, wheat flour, cooking salt.

A copy of this order can be obtained from OTAR 01-248 5757 ext. 401/468/469.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Statistics

The economy: selected indicators [2]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers [1]	Retailers [1]	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			£ million 34,469	20,261	4,540	3,181	£ million		
1973	103.4	65 497	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.5	64 070	21 164	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 192	20 817	3 522	3 841	−1 925	−1 221	−249	−100	−1 855	−3 236	1 381
1976	102.9	63 320	20 489	3 345	3 926	261	316	131	13	−1 137	−3 589	2 452
1977	104.9	62 732	19 738	3 573	4 325	1 051	442	266	29	406	−1 709	2 115
1978		66 261								109	−1 104	1 213
1976 2nd qtr	102.7	15 785	5 137	828	972	−17	−29	−10	−67	−315	−949	634
3rd qtr	103.3	15 884	5 168	849	1 005	189	99	81	46	−417	−1 132	715
4th qtr	104.0	15 927	4 997	856	1 014	214	260	17	27	−326	−958	632
1977 1st qtr	103.8	15 619	4 794	851	1 030	442	235	82	117	−480	−973	493
2nd qtr	104.8	15 495	5 025	879	1 044	354	97	179	4	−280	−762	482
3rd qtr	105.0	15 777	4 965	910	1 103	6	−6	−80	−59	575	31	544
4th qtr	105.9	15 841	4 954	932	1 149	249	116	85	−33	591	−5	596
1978 1st qtr	106.1	16 311	5 030	920	1 169	460	38	81	62	−406	−635	229
2nd qtr	108.0	16 370	5 056	960	1 180	432	272	−62	128	133	−175	308
3rd qtr	108.9	16 810	5 029	968	1 159	434	162	38	54	−18	−334	316
4th qtr		16 770 pe								400	40	360
% change last 2 qtrs on prev. 2 qtrs.	+2.3	+2.8	+1.0	+4.1	+0.9							
on a year earlier	+3.4	+6.2	+1.0	+7.8	+8.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)				Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults		Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count		On a balance of payment basis	
	at 1975 prices		at 1971 prices		(not seasonally adjusted)				(old series)					at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands		1975 19,463	1975 22,699
1973	109.5	108.4	110.3	137.1	93.5	9.1	55.8	66.6	152.1	611.0	2.6	307.0		97.8	108.7
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.3	81.9	179.1	599.7'	2.6'	302.7'		104.3	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0'		100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8'	5.4'	120.4'		109.8	105.7
1977	105.8	102.9	103.6	107.1	182.0	15.8	145.6	140.6	288.5	1 378.1	5.8	155.6'		118.9	107.1
1978			109.0 p	130.1	197.1	8.3	144.6 p	153.3 p		1 375.6	5.8	210.3		123.3	113.9
1977 1st qtr	105.5	103.9	103.3	104	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6			115.8	109.4
2nd qtr	105.6	102.5	102.5	103	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7		118.0	109.6
3rd qtr	106.2	103.1	104.3	112	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9		124.4	106.6
4th qtr	105.8	102.0	104.4	110	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1		117.6	102.7
1978 1st qtr	107.1	102.4	106.3	131	190.6	9.5	140.2	149.2	310.8	1 409.4	5.9	187.7		119.5	114.1
2nd qtr	111.2	105.0	108.0	132	195.8	7.7	146.3	151.8	329.0	1 372.7	5.7	210.3		122.0	110.3
3rd qtr	111.6	105.3	110.8	135	199.2	7.8	144.9	154.8	334.6	1 380.5	5.8	213.0		125.3	116.1
4th qtr			111.0 p	123	202.6	8.1	147.0 p	157.3 p		1 339.7	5.6	230.3		126.2	115.1
1978 Jan	106.9	102.4	104.9	127	189.5	9.9	139.4	148.3	306.3	1 419.2	5.9	180.3		111.2	114.4
Feb	107.4	102.2	106.8	122	190.6	9.5	139.1	149.2	311.2	1 409.0	5.9	187.0		127.0	111.1
Mar	106.9	102.5	107.0	145	191.8	9.1	142.0	150.0	314.8	1 400.0	5.9	195.8		120.4	116.7
Apr	111.4	105.5	106.7	134	194.6	7.9	145.1	150.9	325.7	1 387.1	5.8	203.7		125.6	104.4
May	110.2	103.7	108.4	126	195.7	7.7	146.8	151.9	327.2	1 366.4	5.7	209.9		119.0	114.7
Jun	111.6	105.7	108.7	135	197.2	7.4	147.0	152.7	334.0	1 364.7	5.7	217.4		121.4	111.8
Jul	111.8	105.3	111.4	109	198.1	7.8	145.8	153.8	332.7	1 371.4	5.7	211.0		126.3	116.1
Aug	112.1	105.9	111.8	148	199.4	8.0	144.2	154.8	333.2	1 392.1	5.8	209.3		124.4	111.3
Sep	111.0	104.7	109.5	146	200.2	7.8	144.8	155.7	338.0	1 378.3	5.8	218.7		125.1	120.8
Oct	109.2	102.9	109.6	134	201.1	7.8	145.7	156.6	344.8	1 359.6	5.7	228.4		127.4	111.9
Nov	110.1 p	103.4 p	109.9	119	202.5	8.1	147.3 p	157.1 p	343.5 p	1 338.8	5.6	231.3		124.6	120.3
Dec			113 p	115	204.2	8.4	148.0 p	158.3 p		1 320.7	5.5	231.2		126.7	113.0
1979 Jan										1 339.2 p	5.6	235.9			
% change latest 3 months on prev. 3 months	−1.5	−1.8	+0.2	−8.7	+1.7		+1.4	+1.7	+2.6	−3.2		+6.4		+½	−1
on a year earlier	+4.0	+1.5	+6.3	+12.2	+8.1		+3.4	+7.9	+15.7	−6.4		+38.4		+7½	+12

p Provisional e Estimate pe 1st preliminary estimate [1] Average of available months [2] Including figures published by 26 January 1979

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD), ie western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 8 December).

Consistent with the OECD source, indices now appear on 1975 = 100.

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1975 = 100

	Belgium	Luxembourg	France [2]	F.R. of Germany	Ireland	Italy	Netherlands	United Kingdom r	EEC [1] [3]	Canada	United States	Japan	OECD [3]
Weights in total	1.6	0.1	7.9	13.5	0.2	4.9	1.8	5.6	35.6	3.7	34.9	15.5	100
1974	111	128.1	108	106.0	107	109.7	105	105.0	107	105.7	109.8	111.7	109
1975	100	100.0	100	100.0	100	100.0	100	100.0	100	100.0	100.0	100.0	100
1976	109	106.3	109	107.3	109	111.6	106	102.8	107	105.1	110.2	111.0	109
1977	109	106.9	110	110.5	118	111.6	107	107.5	110	109.3	116.4	115.6	113
1978											123.1 e		
1976 1st quarter	105	104.8	107	106	106	107.4	104	100.0	105	103.4	108.0	106.6	106
2nd	110	111.6	108	107	107	111.3	106	102.7	107	105.8	109.8	110.4	108
3rd	109	103.9	110	109	110	113.1	107	102.8	108	105.3	111.1	112.7	109
4th	110	105.1	110	110	112	117.9	108	105.5	110	105.9	111.7	113.9	111
1977 1st quarter	111	107.6	112	111	114	121.0	107	107.6	112	108.5	113.4	115.3	112
2nd	109	111.1	111	110	117	112.5	108	107.5	110	108.6	116.3	115.2	113
3rd	107	101.5	110	110	117	111.7	105	107.9	110	109.4	117.5	115.1	113
4th	109	106.2	109	111	123	109.3	107	106.9	110	110.9	118.3	116.6	114
1978 1st quarter	108	114.5	110	111	127	115.3	107	108.5	111	111.6	118.5	120.0	115
2nd	108	114.7	113	111	129	112.8	107	112.0	112	113.1	122.2	122.1	117
3rd	108	110.1	113	114	126	113.8	108	112.6	112	114.9	124.8	122.8	118
4th											126.8 e		
1977 August	111	91.1	111	110		111.0	104	108.2	110	109.4	117.2	115.9	113
September	105	108.3	111	111		113.9	106	108.3	111	109.8	117.6	115.7	114
October	105	101.5	109	110		109.0	106	106.7	109	110.6	117.9	115.0	113
November	109	110.9	111	110		111.3	105	106.6	110	110.8	118.3	117.0	114
December	112	106.1	108	113		107.6	109	107.5	110	111.3	118.6	117.9	114
1978 January	110	117.2	111	114		113.5	107	108.3	112	109.9	117.8	119.1	115
February	107	116.2	111	110		116.7	107	108.9	111	112.1	118.2	119.2	115
March	106	109.9	113	110		115.9	107	108.2	111	112.8	119.6	121.7	116
April	111	114.0	117	110		112.1	109	112.4	112	113.3	121.6	121.8	117
May	108	116.3	114	110		113.6	104	110.9	111	112.4	122.2	122.2	116
June	107	113.9	112	112		112.6	108	112.6	112	113.5	123.0	122.3	117
July	101	113.2	113	114		113.5	110	112.8	113	114.3	124.0	121.2	118
August	111	106.3	113	113		112.1	107	113.1	113	113.5	124.9	123.1	118
September	111	110.9	114	115		115.7	108	111.9	114	117.0	125.4	124.1	119
October	114	115.0	114	114		119.4	108	110.3	114 e	116.9	126.1	123.9	119 e
November			116 e	114 e		119.4 e	108 e	111.3			126.9	125.1 e	
December											127.6 e		
% change latest three months On previous three months	6.3	−3.3	1.8	1.2	−2.3	4.8	−0.3	−1.5	1.5	2.1	1.7	1.8	1.4
On a year earlier	4.7	10.4	3.9	3.6	7.7	6.1	2.2	3.7	3.3	5.3	7.3	7.3	4.7

[1] Excluding Denmark. [2] Yearly and quarterly data have more complete coverage than monthly data. [3] The monthly figures for OECD and EEC are weighted by Department of Trade consistent with the quarterly figures published by OECD. e Estimated. r Revised.
Source: United Kingdom, Central Statistical Office: all others 'OECD Main Economic Indicators'.

What is 'Financial Statistics'?

Financial Statistics is a monthly publication by the Central Statistical Office and the source of many figures used in articles by financial journalists and in stockbrokers' circulars. It brings together the key financial and monetary statistics of the United Kingdom.

Financial Statistics is the prime source of UK detailed quarterly *financial accounts*. These include all recorded financial flows between sectors of the economy and bring a sense of proportion to the statistics of the different types of financial institutions and the various savings media.

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An **Explanatory Handbook for Financial Statistics** is also available. It contains notes and definitions which add to the understanding of all the tables, and explains the relationship between them. The handbook is included in the annual subscription charge or can be obtained separately (£1.35 net).

Price £3.20 (by post £3.52). Annual subscription £43.91 including postage. From HMSO, PO Box 569, London SE1 9NH.

Table 3 **Unemployment** seasonally adjusted*

Numbers thousands

	Belgium [3]	Denmark [1,7]	France [1,8]	F.R. of Germany [1]	Ireland [3]	Italy [4,6,9]	Nether-lands [1]	United Kingdom [1,2]	Canada [4]	United States [4]	Japan [4]
1974	105	50	498	583	48	560	135	600 [5]	521	5 076	740
1975	177	*124*	840	1 074	75	*654*	195	929	697	7 830	1 000
1976	229	*126*	933	1 060	84	*732*	211	1 270	736	7 288	1 080
1977	264	164	*1 073*	1 030	82	1 545	204	1 378	862	6 856	1 100
1978	282 e		*1 165* e	990 e				1 376		6 026 e	
1976 1st quarter	213	*118*	929	1 136	82	*681*	211	1 220	703	7 224	1 072
2nd	227	*115*	928	1 040	84	*693*	209	1 261	728	7 111	1 102
3rd	238	*120*	925	1 031	85	*776*	217	1 300	748	7 363	1 101
4th	238	*126*	942	1 014	84	*777*	206	1 313	770	7 443	1 038
1977 1st quarter	246	147	997	1 018	82	1 459	197	1 330	826	7 161	1 032
2nd	261	156	1 069	1 025	83	1 432	200	1 341	852	6 889	1 110
3rd	276	163	1 149	1 054	83	1 692	213	1 415	878	6 736	1 150
4th	276	172	*1 073*	1 023	80	1 598	205	1 428	900	6 554	1 126
1978 1st quarter	275	185	*1 055*	1 014	78	1 520	197	1 409	910	6 155	1 146
2nd	285	183	*1 141*	984	76	1 455	201	1 373	943	5 962	1 267
3rd	288	185	1 251	1 008		1 658	216	1 380	938	6 054	1 313
4th	281 e		1 211 e	952 e		1 651		1 340		5 931 e	
1977 June	267	160	1 105	1 041	83		205	1 364	848	6 904	1 172
July	272	161	1 140	1 059	83		208	1 399	866	6 719	1 189
August	282	163	1 174	1 059	84		217	1 410	881	6 821	1 143
September	275	165	1 132	1 043	82		213	1 435	887	6 668	1 118
October	272	168	*1 097*	1 034	81		209	1 432	887	6 688	1 055
November	283	172	*1 068*	1 027	81		206	1 430	903	6 663	1 150
December	272	176	*1 054*	1 009	79		200	1 422	911	6 310	1 172
1978 January	274	181	*1 028*	1 002	78		199	1 419	891	6 226	1 112
February	274	183	*1 050*	1 028	77		196	1 409	901	6 090	1 150
March	278	191	*1 086*	1 012	77		197	1 400	938	6 148	1 175
April	282	184	*1 106*	978	77		196	1 387	935	5 983	1 198
May	289	182	1 132	987	76		201	1 366	949	6 149	1 273
June	286	182	1 186	989	74		205	1 365	944	5 754	1 329
July	286	183	1 241	1 009	74		210	1 371	927	6 193	1 304
August	295	185	1 277	1 020	76		222	1 392	941	5 968	1 305
September	283	187	1 235	997			218	1 378	946	6 002	1 331
October	280	187	1 215	981			214	1 360	910	5 870	1 233
November	287	188	1 200	950			207	1 339	919	5 912	1 295
December	277 e		1 219 e	925 e				1 321		6 012 e	
1979 January								1 339			
Rate % latest month	10.3 e	8.7	6.5 e	4.0 e	10.4	7.5	5.2	5.6	8.3	5.9 e	2.3
% change latest three months											
On previous three months	−2.3	2.2	−3.2	−5.6	−2.6	−0.4	0.3	−3.2	−1.3	−2.0	−2.0
On a year earlier	2.1	11.3	n.a.	−7.0	−10.4	3.3	1.8	−6.4	3.7	−9.5	16.1

*Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Numbers registered at employment offices. Rates are calculated as percentages of total employees. [2] Excluding school leavers. [3] Insured unemployed. Rates are calculated as percentages of total insured population. [4] Labour force sample survey. Rates are calculated as percentages of total labour force. The quarterly data for Italy relate to January, April, July and October. [5] Estimated in the absence of one month's figures. [6] From 1977, new method of calculating unemployment which is not consistent with the previous figures. [7] From 1977, including unemployed insured for loss of part time jobs. [8] Not seasonally adjusted. [9] Data from October 1977 to April 1978 are affected by administrative changes which tend to reduce the figures. e Estimated. n.a. Not available. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 5 **Consumer prices** All goods and services

Indices 1975 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1974	88.7	90.3	91.3	89.6	94.4	82.7	85.5	90.7	80.5	88.9	90.3	91.6	89.4	90.0
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	109.2	109.8	109.0	109.6	104.5	113.0	116.8	108.8	116.5	110.3	107.5	105.8	109.3	108.6
1977	116.9	117.2	121.1	120.4	108.6	134.1	138.3	115.8	135.0	121.7	116.1	112.6	118.1	118.5
1978	122.1 e			131.2 e	111.5 e	144.3 e	155.0 e	120.6 e	146.2 e					
1976 1st quarter	106.1	106.7	104.0	105.8	103.2	110.7	108.1	105.1	110.9	106.2	105.2	103.7	105.5	105.3
2nd	108.2	109.0	108.2	108.3	104.7	117.6	115.0	108.6	114.9	109.4	106.7	104.9	108.9	107.7
3rd	110.2	110.8	109.8	110.8	104.9	119.3	118.2	109.4	117.6	111.2	108.3	106.6	110.1	109.5
4th	112.1	112.7	114.1	113.6	105.4	124.4	125.7	112.1	123.0	114.5	109.9	107.8	112.8	111.9
1977 1st quarter	114.3	115.3	115.3	115.4	107.3	129.1	131.6	113.0	129.2	117.6	112.3	109.7	115.3	114.6
2nd	116.2	117.1	119.0	118.9	108.8	134.0	136.6	115.8	134.9	121.0	114.9	112.1	118.4	117.7
3rd	117.9	117.9	122.0	121.7	109.0	135.4	140.1	116.6	137.0	122.9	117.4	113.7	118.8	119.7
4th	119.3	118.4	128.3	124.1	109.3	137.8	144.8	117.8	139.0	124.8	119.9	115.0	119.8	121.8
1978 1st quarter	120.8	119.2	129.9	126.0	110.7	139.8	148.6	118.2	141.4	126.9	122.1	116.9	120.3	124.0
2nd	121.3	120.5	132.0	129.6	111.7	142.2	153.1	119.9	145.3	129.6	125.1	120.0	122.7	127.1
3rd	122.6	121.2	133.6	133.1	111.7	146.6	156.8	121.5	147.8	131.5	128.3	122.8	123.6	129.7
4th	123.8 e			135.9 e	111.7 e	148.7 e	161.6 e	122.6 e	150.3 e					
1977 August	117.8	117.8	121.9	121.6	109.1	135.4	139.9	116.5	137.0	122.8	117.3	113.7	118.1	119.6
September	118.6	117.6	123.2	122.7	108.9		141.7	117.2	137.8	123.5	118.0	114.1	120.2	120.5
October	118.8	118.1	127.5	123.7	109.1		143.6	117.7	138.4	124.3	119.1	114.5	120.8	121.3
November	119.3	118.7	128.6	124.1	109.2	137.8	145.0	117.9	139.0	124.9	119.9	115.0	119.4	121.8
December	119.7	118.4	128.7	124.4	109.5		145.7	117.9	139.8	125.3	120.7	115.4	119.1	122.3
1978 January	120.3	119.0	129.2	125.0	110.2		146.9	117.5	140.6	126.0	121.2	116.1	119.6	123.1
February	120.8	119.2	129.8	126.0	110.8	139.8	148.4	118.0	141.4	126.8	121.9	116.9	120.1	124.0
March	121.1	119.6	130.7	127.1	111.1		150.3	119.0	142.3	127.7	123.3	117.7	121.2	125.0
April	121.2	120.2	131.2	128.4	111.4		151.8	119.8	144.4	128.8	123.6	118.8	122.5	126.1
May	121.4	120.4	132.3	129.7	111.7	142.2	153.2	120.0	145.2	129.6	125.3	119.9	123.2	127.2
June	121.4	120.8	132.6	130.7	112.0		154.5	119.9	146.3	130.3	126.4	121.2	122.5	128.1
July	122.1	121.0	132.9	132.3	112.0		155.4	120.8	147.0	131.1	128.3	122.0	123.0	129.0
August	122.6	121.1	133.5	133.0	111.7	146.6	156.2	121.4	147.9	131.5	128.4	122.7	123.1	129.7
September	123.1	121.3	134.4	133.9	111.4		158.7	122.3	148.5	132.3	128.2	123.6	124.6	130.7
October	123.4	122.0	136.9	135.2	111.4		160.1	122.6	149.2	133.0	129.5	124.6	124.8	131.7
November	123.8	122.4	137.7	135.9	111.7	148.7	161.8	122.6	150.2	133.8 e	130.5	125.3	123.5	132.4 e
December	124.3 e			136.5 e	112.1 e		163.0 e	122.5 e	151.5					
Percentage change														
Latest month on same month a year earlier	3.8	3.2	7.1	9.7	2.4	7.9	11.9	3.9	8.4	7.1	8.9	9.0	3.4	8.7
Latest three months on previous three months	1.0	0.8	2.5	2.1	0.0	1.4	3.1	0.9	1.7	1.6	1.3	2.1	1.2	2.1
Latest three months on a year earlier	3.8	3.2	7.8	9.5	2.3	7.9	11.7	4.0	8.1	7.1	8.7	8.7	3.5	8.6

e Estimated.
Source: 'OECD Main Economic Indicators'

Table 8 **Exports** (fob) Special trade [1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC	Canada	United States [2]	Japan [2]	OECD
1974	28 260	7 716	45 900	85 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 270	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 542	325 044	38 628	114 996	67 224	630 492
1977	37 488	10 068	63 516	117 936	4 392	45 036	43 680	57 946	379 620	41 556	120 168	80 496	715 104
1978								71 785 p					
1976 1st quarter	7 404	2 120	13 272	23 280	740	8 475	8 907	11 474	75 618	9 099	27 219	15 564	147 309
2nd	7 746	2 225	13 851	24 609	818	8 862	8 883	11 452	78 165	9 543	28 660	16 467	153 129
3rd	8 217	2 340	14 007	26 148	837	9 414	9 909	11 523	82 507	9 822	29 384	17 037	160 668
4th	9 144	2 445	14 586	27 456	886	9 972	11 001	12 093	87 727	9 576	29 450	17 787	166 884
1977 1st quarter	9 069	2 532	15 108	27 897	962	10 467	10 623	13 003	89 492	10 359	29 786	19 479	171 558
2nd	9 123	2 357	15 252	28 788	1 014	11 481	10 536	14 220	92 571	10 179	30 574	19 710	175 752
3rd	9 261	2 526	16 242	29 541	1 200	10 971	11 220	15 319	96 152	10 374	30 609	20 181	180 465
4th	9 849	2 709	17 465	32 048	1 226	12 064	11 635	15 404	102 812	10 477	29 485	21 237	188 887
1978 1st quarter[3]	10 252	2 676	17 325	32 394	1 364	11 520	11 978	17 062 r	103 793	10 756	31 065	23 898	195 165
2nd	10 354	2 885	18 362	34 755	1 329	13 693	11 952	16 690 r	109 962	11 458	35 807	23 834	208 993
3rd	11 172	3 033	19 998	35 746	1 484	12 825	12 916	18 460 r	116 053	11 415	37 779	24 882	218 101
4th								19 573 p					
1977 April	3 023	838	4 977	9 276	330	3 825	3 584	4 664	30 426	3 447	10 102	6 758	58 136
May	2 990	723	5 173	9 603	331	3 804	3 489	4 623	30 646	3 321	10 398	6 400	58 179
June	3 109	796	5 101	9 909	352	3 853	3 465	4 933	31 499	3 411	10 074	6 552	59 437
July	2 978	818	5 162	9 482	397	3 549	3 666	5 173	31 097	3 522	10 246	6 910	59 326
August	2 989	846	5 411	9 861	397	3 850	3 844	4 979	32 170	3 432	9 479	6 661	59 546
September	3 293	861	5 670	10 199	405	3 571	3 709	5 167	32 885	3 421	10 884	6 610	61 593
October	3 083	835	5 765	10 369	345	3 548	3 670	5 056	32 724	3 453	9 174	6 773	59 840
November	3 173	890	5 488	10 197	418	3 999	3 776	4 984	33 268	3 074	9 093	7 145	60 620
December	3 593	984	6 212	11 482	463	4 517	4 189	5 364	36 820	3 950	11 218	7 319	68 427
1978 January [3]	3 641	885	5 650	10 942	493	3 717	4 044	5 359 r	34 455	3 252	10 144	7 784	64 233
February	3 228	947	5 724	10 772	417	3 962	4 083	6 037 r	34 822	3 939	10 030	8 154	65 606
March	3 383	844	5 951	10 680	454	3 841	3 851	5 666 r	34 516	3 565	10 891	7 960	65 326
April	3 683	998	6 467	12 108	466	4 881	4 084	5 648 r	38 081	4 373	11 975	7 857	71 652
May	3 319	891	5 820	10 354	412	4 478	3 958	5 482 r	34 615	3 564	11 720	7 994	66 778
June	3 352	996	6 075	12 293	451	4 334	3 910	5 560 r	37 266	3 521	12 112	7 983	70 563
July	3 626	878	6 504	10 664	458	4 036	4 112	6 022 r	36 225	3 603	12 054	7 958	68 499
August	3 726	1 044	6 384	11 996	477	4 275	4 245	6 195 r	38 624	3 643	12 272	8 252	72 322
September	3 820	1 111	7 110	13 086	549	4 514	4 559	6 243 r	41 204	4 169	13 453	8 672	77 280
October		1 090	7 317	13 557				6 572 r					
November								6 476 r					
December								6 525 p					

[1] See notes to table 9.

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '.

Table 9 **Imports** (cif) Special trade [1], seasonally adjusted

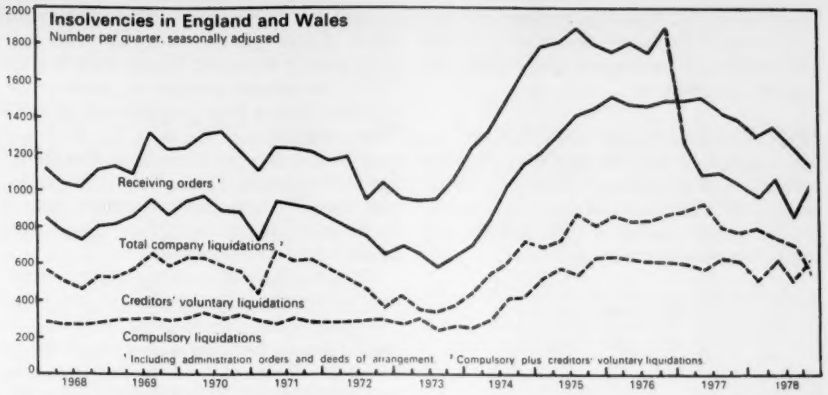
US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC	Canada [4]	United States [2 4]	Japan	OECD
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 080
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 618	300 048	33 960	96 936	57 864	587 376
1976	35 352	12 420	64 392	87 780	4 200	43 368	39 948	56 269	343 428	37 956	121 788	64 800	676 308
1977	40 248	13 260	70 488	100 704	5 388	47 556	45 600	64 191	386 940	39 540	147 852	70 812	765 936
1978								78 652 p					
1976 1st quarter	7 656	2 823	14 925	19 836	999	9 984	8 826	13 335	78 602	9 249	27 308	14 946	154 935
2nd	7 995	3 000	15 495	20 967	994	10 644	9 378	13 942	82 413	9 567	29 290	15 546	162 039
3rd	8 427	3 165	16 413	22 475	1 068	10 737	10 086	14 386	86 680	9 582	32 024	16 863	173 049
4th	9 174	3 330	17 493	24 078	1 121	11 859	11 607	14 606	93 334	9 486	32 652	17 256	182 874
1977 1st quarter	9 513	3 317	17 409	24 170	1 258	11 781	11 292	15 351	94 292	9 885	35 405	17 664	186 291
2nd	9 483	3 240	17 196	24 116	1 271	12 276	11 214	16 504	95 020	10 119	37 721	17 484	190 467
3rd	9 414	3 385	17 721	25 593	1 422	11 010	11 514	16 029	95 811	9 948	37 600	17 832	192 681
4th	10 143	3 344	18 658	27 435	1 481	12 458	11 816	16 307	101 804	9 840	37 640	18 099	198 207
1978 1st quarter [5]	11 066	3 411	19 018	28 054	1 551	11 637	12 317	18 999 r	105 698	9 694	40 778	18 444	205 014
2nd	10 844	3 530	19 609	28 977	1 722	13 147	12 636	18 731 r	108 911	11 202	43 200	18 840	214 213
3rd	11 755	3 796	20 735	30 326	1 946	13 406	13 535	20 205 r	116 017	10 865	44 570	20 218	224 099
4th								20 717 p					
1977 April	3 150	1 022	5 515	7 745	406	4 167	3 727	5 214	30 872	3 425	12 593	5 859	62 327
May	3 171	1 085	5 740	8 170	426	4 206	3 727	5 386	31 863	3 391	12 334	5 850	63 430
June	3 161	1 134	5 943	8 201	439	3 902	3 761	5 904	32 285	3 302	12 793	5 775	64 710
July	2 854	1 073	5 692	8 606	461	3 700	3 788	5 522	31 510	3 328	12 781	5 788	63 761
August	3 390	1 137	6 052	8 393	468	3 736	3 963	5 058	32 140	3 257	12 167	6 067	64 609
September	3 171	1 175	5 975	8 594	493	3 574	3 762	5 449	32 161	3 364	12 652	5 978	64 311
October	3 148	1 089	5 944	8 557	472	4 144	3 741	5 355	32 562	3 268	11 954	5 769	63 591
November	3 390	1 092	6 429	8 773	477	3 910	3 911	5 096	33 321	2 961	11 581	6 006	64 162
December	3 605	1 163	6 285	10 105	532	4 404	4 164	5 856	35 921	3 611	14 105	6 324	70 454
1978 January [5]	3 723	1 147	6 503	9 824	582	3 700	4 171	6 326 r	35 935	3 024	12 582	6 234	68 122
February	3 719	1 134	6 137	9 252	505	4 035	4 202	6 118 r	34 776	3 711	14 848	6 311	69 989
March	3 624	1 130	6 378	8 978	464	3 902	3 944	6 555 r	34 987	2 959	13 348	5 899	66 903
April	3 593	1 184	6 724	10 104	528	4 562	4 410	5 611 r	36 408	4 275	15 328	6 549	73 360
May	3 685	1 166	6 491	9 050	593	4 672	4 237	6 630 r	36 429	3 403	14 165	6 576	70 959
June	3 566	1 180	6 394	9 823	601	3 913	3 989	6 490 r	36 074	3 524	13 707	5 715	69 894
July	3 693	1 117	6 534	9 686	593	5 027	4 425	6 558 r	37 528	3 707	15 643	6 314	73 474
August	4 096	1 335	6 968	9 931	685	4 062	4 569	6 585 r	38 549	3 408	13 618	6 792	73 508
September	3 966	1 344	7 233	10 709	668	4 317	4 541	7 062 r	39 940	3 750	15 309	7 112	77 117
October		1 385	7 623	11 400				6 789 r			15 263		
November								7 209 r					
December								6 719 p					

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [4] fob. [5] In these tables, from January 1978, the trade of Ireland, United Kingdom, United States, Italy and Japan are classified according to SITC Rev 2. The changes are described in an article in 'Trade and Industry' 10 February 1978, which also gives for the UK an indication of the magnitude of the change. It is thought that other countries have also adopted this classification from the beginning of 1978, but the extent of the discontinuity has not been ascertained. Percentage changes may be misleading and have therefore been omitted. p Provisional. r revised

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '.

Insolvencies in England and Wales: fourth quarter 1978



Company liquidations fell in the fourth quarter of 1978 compared with the previous quarter, but receiving orders rose. For 1978 as a whole, both company liquidations and receiving orders were substantially lower than in 1977. Company liquidations fell by about 13 per cent between the two years, with compulsory liquidations falling by about 8 per cent and creditors' voluntary liquidations by about 17 per cent. Receiving orders also fell by about 13 per cent between the two years. Part of the fall in receiving orders may have been due to the increases introduced in December 1976 in monetary limits in bankruptcy proceedings and higher deposits on petitions; the figures for the early months of 1977 may still have included receiving orders governed by the earlier limits.

Table 1 shows that, on a seasonally adjusted basis, total company liquidations fell to about 1150 in the fourth quarter of 1978 compared with about 1250 in the previous quarter. Compulsory liquidations rose from about 540 to about 590; creditors' voluntary liquidations fell sharply from about 710 to about 560. The chart shows that company liquidations rose steadily from mid-1973 to early 1976, remained fairly steady until mid-1977; thereafter there has been a generally downward movement, with current levels about one-fifth lower than those of early 1976.

Before seasonal adjustment there were 1374 company liquidations in the fourth quarter of 1978 comprising 800 compulsory liquidations and 574 creditors' voluntary liquidations. The total is about 16 per cent lower than a year earlier, with compulsory liquidations about 4 per cent lower and creditors' voluntary liquidations about 28 per cent lower. The total of 5080 company liquidations of both kinds in 1978 is about 13 per cent lower than the total for 1977 and about 14 per cent lower than the total for 1976 which was the highest annual total since at least 1960.

Table 1 also shows, on a seasonally adjusted basis, that receiving orders (including administration orders and deeds of arrangement) rose to about 1035 compared with about 855 in the previous quarter. The chart shows that receiving orders (including administration orders and deeds of arrangement) have, following the sharp falls in the first two quarters of 1977 due largely to the effects of the increases in the monetary limits in bankruptcy proceedings and in the deposits on bankruptcy petitions and despite increases in the second and fourth quarters of 1978, generally declined slightly since the middle of 1977.

Before seasonal adjustment, the number of receiving orders (including administration orders and deeds of arrangement) in the fourth quarter of 1978 was 1029, a rise of about 1 per cent compared with a year earlier. The annual total of 3895 receiving orders (including administration orders and deeds of management) in 1978 is about 13 per cent lower than

Table 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4 298	4 123	27	148		3 165	1 108	2 057			
1969	4 772	4 532	20	220		3 510	1 181	2 329			
1970	5 087	4 878	29	180		3 689	1 269	2 420			
1971	4 793	4 630	13	150		3 506	1 166	2 340			
1972	4 337	4 225	19	93		3 063	1 150	1 913			
1973	3 917	3 805	12	100		2 575	1 080	1 495			
1974	5 718	5 595	13	110		3 720	1 395	2 325			
1975	7 271	7 123	20	128		5 398	2 287	3 111			
1976	7 207	7 089	19	99		5 939	2 511	3 428			
1977	4 485	4 388	15	82		5 831	2 425	3 406			
1978	3 895	3 803	17	75		5 080	2 240	2 840			
1969											
1st qtr	1 231	1 173		58	1 135	872	318	554	824	296	528
2nd	1 095	1 055		40	1 094	871	308	563	864	298	566
3rd	1 215	1 157		58	1 319	798	171	627	957	305	652
4th	1 231	1 167		64	1 224	969	384	585	865	282	583
1970											
1st qtr	1 314	1 273		41	1 236	981	318	663	942	305	637
2nd	1 321	1 280		41	1 308	966	339	627	971	335	636
3rd	1 219	1 174		45	1 324	744	169	575	893	303	590
4th	1 233	1 180		53	1 219	998	443	555	883	326	557
1971											
1st qtr	1 171	1 145		26	1 110	760	310	450	730	297	433
2nd	1 253	1 205		48	1 237	945	285	660	942	275	667
3rd	1 137	1 092		45	1 233	777	172	605	925	308	617
4th	1 232	1 201		31	1 213	1 024	399	625	909	286	623
1972											
1st qtr	1 222	1 197		25	1 166	877	291	586	855	284	571
2nd	1 200	1 175		25	1 187	799	293	506	799	284	515
3rd	866	844		22	945	614	160	454	753	291	462
4th	1 049	1 028		21	1 039	773	406	367	656	291	365
1973											
1st qtr	1 011	982		29	954	710	273	437	700	271	429
2nd	952	919		33	941	653	308	345	655	302	353
3rd	875	858		17	955	463	130	333	579	241	338
4th	1 079	1 058		21	1 067	749	369	380	641	266	375
1974											
1st qtr	1 322	1 296		26	1 230	713	264	449	701	258	443
2nd	1 341	1 314		27	1 329	844	309	535	847	297	550
3rd	1 377	1 355		22	1 500	829	224	605	1 023	415	608
4th	1 678	1 643		35	1 659	1 334	598	736	1 149	425	724
1975											
1st qtr	1 938	1 900		38	1 782	1 238	540	698	1 218	525	693
2nd	1 816	1 783		33	1 807	1 317	593	724	1 311	580	731
3rd	1 719	1 693		26	1 888	1 138	279	859	1 417	541	876
4th	1 798	1 767		31	1 794	1 705	875	830	1 452	641	811
1976											
1st qtr	1 921	1 891		30	1 758	1 554	687	867	1 514	646	868
2nd	1 807	1 785		22	1 807	1 490	653	837	1 471	631	840
3rd	1 592	1 571		21	1 750	1 150	324	826	1 462	619	843
4th	1 887	1 861		26	1 892	1 745	847	898	1 492	615	877
1977											
1st qtr	1 373	1 350		23	1 259	1 542	653	889	1 497	605	892
2nd	1 092	1 067		25	1 096	1 533	602	931	1 511	579	932
3rd	1 002	980		22	1 105	1 125	336	789	1 440	638	802
4th	1 018	1 006		12	1 025	1 631	834	797	1 383	603	780
1978											
1st qtr	1 042	1 027		15	952	1 346	549	797	1 315	514	801
2nd	1 050	1 028		22	1 054	1 379	610	769	1 364	596	768
3rd	774	762		12	853	981	281	700	1 252	542	710
4th	1 029	1 003		26	1 036	1 374	800	574	1 149	588	561

the total for 1977. Again, the total for 1977 may have included receiving orders made under the earlier limits in bankruptcy proceedings and deposits on petitions.

High court and county court figures

The numbers of receiving and administration orders and of compulsory winding-up orders made in the high court and county courts during the fourth quarter of 1978 and the four preceeding quarters were as follows:

	1977	1978			
	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Receiving and administration orders:					
High court	445	424	460	268	528
County courts	561	603	568	494	475
Total	1 006	1 027	1 028	762	1 003
Compulsory liquidation winding-up orders:					
High court	710	450	508	188	696
County courts	124	99	102	93	104
Total	834	549	610	281	800

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangement) up to the third quarter of 1978. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in table 1, which are for all receiving orders, administration orders and deeds of arrangement made. The data vary from quarter to quarter though there is a tendency for certain groups, eg construction, always to form a large proportion of the total. The compilation of the data for the fourth quarter of each year differs from that for the first three quarters. For this reason it is preferable to avoid comparison between the analysis for the fourth quarter of 1977 and those shown in table 2 for other quarters.

The percentage of receiving orders (including administration orders and deeds of arrangement) accounted for by self-employed individuals in the third quarter of 1978 was somewhat higher than in the two preceding quarters of 1978 and slightly higher than the average for 1977. Within the total, the percentage in the largest category, construction, was little changed. The percentage in retailing rose from about 16 per cent in the second quarter to about 22 per cent in the third quarter, accounting for nearly all of the 7 point rise between the two quarters, though non-food retailing, at 12½ per cent, accounted for much the same proportion as in the first quarter of 1978 and 1977 as a whole. Other changes included a fall of 2½ percentage points in hotels and restaurants and a rise of 1½ points in financial and professional services.

Table 3 gives the industrial analysis of company liquidations up to the third quarter of 1978. Compared with the preceding quarter there was an increase of 5 percentage points in manufacturing (spread over most industry groups) and a fall of about 2½ points in non-food retailing and in road haulage. Other changes were relatively small.

Small changes in the industrial analysis should not necessarily be regarded as significant if only because of the difficulty of making precise industrial classification in many cases and the erratic nature of the series.

Inquiries: Department of Trade, Economics and Statistics Division 6a, Room 248, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver, who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year, the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for

Table 2 Industrial analysis of receiving orders administered [1]

England and Wales

	Numbers							Percentages						
			1977		1978					1977		1978		
Industry	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Self-employed														
Agriculture	135	72	14	21	21	9	13	2.0	1.7	1.7	1.5	2.4	1.0	1.9
Manufacturing:														
Food, drink and tobacco	–	–	–	–	–	–	1	–	–	–	–	–	–	0.1
Chemicals	–	2	–	2	–	–	–	–	–	–	0.1	–	–	–
Metals and engineering	65	43	8	25	12	8	6	1.0	1.0	1.0	1.8	1.3	0.9	0.9
Textiles and clothing	44	32	8	13	6	3	3	0.6	0.8	1.0	0.9	0.7	0.3	0.4
Timber and furniture	31	24	1	17	2	7	3	0.5	0.6	0.1	1.2	0.2	0.8	0.4
Paper, printing and publishing	29	16	4	9	1	2	–	0.4	0.4	0.5	0.7	0.1	0.2	–
Other manufacturing	16	13	3	8	–	1	2	0.2	0.3	0.4	0.6	–	0.1	0.3
Total manufacturing	185	130	24	74	21	21	15	2.7	3.1	2.9	5.4	2.4	2.3	2.2
Construction	1 564	986	179	361	192	210	155	23.0	23.6	21.7	26.3	21.5	23.3	22.7
Road haulage	405	252	47	107	51	42	32	6.0	6.0	5.7	7.8	5.7	4.7	4.7
Wholesaling:														
Consumer goods	77	44	4	19	3	9	15	1.1	1.1	0.5	1.4	0.3	1.0	2.2
Non-consumer goods	60	62	9	22	20	9	6	0.9	1.5	1.1	1.6	2.2	1.0	0.9
Retailing:														
Food	382	273	58	96	61	55	66	5.6	6.5	7.0	7.0	6.8	6.1	9.7
Non-food	764	517	112	171	113	88	85	11.2	12.4	13.6	12.4	12.7	9.8	12.5
Financial and professional services	317	213	41	85	34	36	38	4.7	5.1	5.0	6.2	3.8	4.0	5.6
Hotels and restaurants	358	239	49	80	58	77	41	5.3	5.7	6.0	5.8	6.5	8.6	6.0
Garages	249	175	29	90	36	40	31	3.7	4.2	3.5	6.5	4.0	4.4	4.5
Other consumer services	233	152	30	59	41	29	14	3.4	3.6	3.6	4.3	4.6	3.2	2.1
Other industries	69	36	7	12	9	5	14	1.0	0.9	0.9	0.9	1.0	0.6	2.1
Total	4 798	3 151	603	1 197	660	630	525	70.6	75.4	73.3	87.1	74.0	70.0	77.0
Other individuals														
Employees, no occupation and unemployed	1 467	625	151	–	171	176	94	21.6	15.0	18.3	–	19.2	19.6	13.8
Directors and promoters of companies	430	357	58	178	47	68	40	6.3	8.5	7.0	12.9	5.3	7.6	5.9
Occupation unknown	101	44	11	–	14	26	23	1.5	1.1	1.3	–	1.6	2.9	3.4
Total	1 998	1 026	220	178	232	270	157	29.4	24.6	26.7	12.9	26.0	30.0	23.0
All receiving orders administered	6 796	4 177	823	1 375	892	900	682	100.0	100.0	100.0	100.0	100.0	100.0	100.0

[1] Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

Table 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1977		1978					1977		1978		
	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Agriculture	25	25	3	8	8	7	6	0.4	0.4	0.3	0.5	0.6	0.5	0.6
Manufacturing:														
Food, drink and tobacco	54	38	2	11	8	15	8	0.9	0.7	0.2	0.7	0.6	1.1	0.8
Chemicals	48	31	2	10	6	8	4	0.8	0.5	0.2	0.6	0.4	0.6	0.4
Metals and engineering	419	343	94	76	72	88	76	7.1	5.9	8.4	4.7	5.3	6.4	7.7
Textiles and clothing	257	239	59	56	63	49	50	4.3	4.1	5.2	3.4	4.7	3.6	5.1
Timber and furniture	121	128	29	36	33	29	38	2.0	2.2	2.6	2.2	2.5	2.1	3.9
Paper, printing and publishing	163	136	35	30	33	28	21	2.7	2.3	3.1	1.8	2.5	2.0	2.1
Other manufacturing	257	264	75	60	67	62	49	4.3	4.5	6.7	3.7	5.0	4.5	5.0
Total manufacturing	1 319	1 179	296	279	282	279	246	22.2	20.2	26.3	17.1	21.0	20.2	25.1
Construction	977	1 004	176	314	242	229	172	16.5	17.2	15.6	19.3	18.0	16.6	17.5
Road haulage	273	256	47	95	51	81	33	4.6	4.4	4.2	5.8	3.8	5.9	3.4
Wholesaling:														
Consumer goods	191	291	46	107	68	64	48	3.2	5.0	4.1	6.6	5.1	4.6	4.9
Non-consumer goods	237	185	41	43	34	14	16	4.0	3.2	3.6	2.6	2.5	1.0	1.6
Retailing:														
Food	113	96	21	20	33	30	23	1.9	1.6	1.9	1.2	2.5	2.2	2.3
Non-food	626	692	103	205	188	208	126	10.5	11.9	9.2	12.6	14.0	15.1	12.8
Financial and professional services	904	723	104	254	213	212	144	15.2	12.4	9.2	15.6	15.8	15.4	14.7
Hotels and restaurants	161	144	38	39	39	49	25	2.7	2.5	3.4	2.4	2.9	3.6	2.5
Garages	118	108	24	24	24	35	24	2.0	1.9	2.1	1.5	1.8	2.5	2.4
Other consumer services	489	506	78	153	98	97	60	8.2	8.7	6.9	9.4	7.3	7.0	6.1
Other industries	506	622	148	90	56	74	58	8.5	10.7	13.2	5.5	4.9	5.4	5.9
Total	5 939	5 831	1 125	1 631	1 346	1 379	981	100.0	100.0	100.0	100.0	100.0	100.0	100.0

the fourth quarter with the analysis for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

The Insolvency Act 1976 changed some aspects of the law relating to both bankruptcy and company liquidation. Its provisions include an increase in the minimum debt to support a creditor's petition for bankruptcy from £50 to £200; and under an amendment to the Bankruptcy Rules 1952, the deposits required on bankruptcy petitions were increased from £5 to £50 for debtors' petitions and from £7.50 to £90 for creditors' petitions. These changes have had a substantial effect on the number of bankruptcy petitions, and hence on the number of receiving orders, from the beginning of 1977.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 40 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditors' voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

Generally small changes have been made to the seasonally adjusted figures for the earlier quarters of 1978 in table 1 to make the total of the four quarters equal the total for the year.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the bankruptcy general annual report and quarterly figures so analysed are given in the *London Gazette*. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

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Consumers' expenditure in the fourth quarter

Preliminary estimates indicate that, in the fourth quarter of 1978, the volume of consumers' expenditure (revalued at 1975 prices and seasonally adjusted) was about £16 770 million, a decrease of ¼ per cent on the third quarter.

This implies that consumers' expenditure in the second half of 1978 was 2¾ per cent higher than in the first half of the year and about 6¼ per cent higher than in the second half of 1977.

Between the third and fourth quarters of 1978, the generally high level of retail sales was maintained, with further increases in expenditure on food and on clothing and footwear. There was also an increase in consumers' expenditure on beer. Expenditure on fuel and light was less in the fourth quarter than in the third, and expenditure on motor vehicles also fell back.

Consumers' expenditure

At 1975 prices – seasonally adjusted

	£ million
1977	
1st qtr	15 619
2nd qtr	15 495
3rd qtr	15 777
4th qtr	15 841
1978	
1st qtr	16 311
2nd qtr	16 370
3rd qtr	16 810
4th qtr	16 770 (first preliminary estimate)

Retailing inquiry for 1977: provisional results

This article presents provisional results from the retailing inquiry for 1977. Figures may be revised when final results are published later this year. Some final results from the 1976 inquiry which are being prepared for publication as Business Monitor SDA 25 were given in an article in *Trade and Industry*, 22 September 1978.

The 1977 inquiry was the second in the new series of annual inquiries into retailing, introduced to replace the periodic censuses of distribution which had been taken between 1950 and 1971. The inquiries are taken as samples from the central register of businesses compiled by the Business Statistics Office from information on the name and address, trade classification and turnover of traders registered for value added tax (VAT). They cover those businesses whose VAT trade codes show them to be registered for VAT purposes to the retail trade headings in trade group 24 of the VAT trade classification (other than VAT trade code 8228 covering opticians) and also those businesses with other VAT trade codes which are known to undertake a significant amount of retailing activity.

For the 1977 inquiry a sample of around 25 000 businesses was selected, a reduction of 5000 on the 1976 level and slightly less than one-tenth of the total number of retail businesses. This reduction was brought about by a re-examination of the sample size needed and by the necessity for economies in the wake of the cuts in public expenditure. The simpler nature of the 1977 inquiry also helped to make this reduction possible.

The provisional results presented in the table below are based on returns from around 19 000 business, including virtually all of the largest retailers.

Results

The table below shows estimates of the numbers of retail businesses, outlets and persons engaged and figures of turnover, stocks, gross margins, and net capital expenditure by form of organisation, and group kind of business (kob). A description of the kind of business classification adopted for the retailing inquiries was given in the article accompanying the 1976 final results.

The value of total retail turnover in 1977 is provisionally estimated at just under £39,000 million. This is 13 per cent higher than in the previous year, a similar rise to that shown by the monthly retail sales index (RSI). The turnover of single outlet retailers grew rather less rapidly than this, by 9 per cent. In contrast, turnover of large multiple retailers is estimated to have increased by 15 per cent. By kob, the sharpest rises were in the confectionery, tobacconist and newsagent group and in mixed retail businesses. It should be remembered that this may in part reflect reclassifications of large businesses between inquiries. On the basis of the provisional figures, the smallest increase in turnover was shown by clothing and footwear retailers. Any revisions to these data will be made for the final results.

Sampling and estimation

The inquiry was taken as a sample selected from a population of businesses stratified by VAT trade code and turnover into more than 600 cells. All large retailers were included in the sample with a selection of smaller retailers. While the overall fraction of businesses approached was slightly less than one-tenth, sampling fractions varied from 1 in 1 for the large retailers, or in cells with few traders, to about 1 in 150 for the smaller traders and where the numbers in the cells were large.

Grossing factors, used to produce population estimates from the respondent members of the sample, were calculated cell-by-cell for persons engaged and the monetary variables (ie those with answers in money terms) other than capital expenditure, as the ratio of the total of VAT turnovers recorded for the units in the cell to the VAT turnover for the cell respondents. The factors for the other variables were the ratio of the total number of businesses in each cell to the numbers of respondent businesses.

The estimates developed from a sample would almost certainly differ from the results of a census covering all businesses in the population but otherwise conducted under the same conditions as the sample. The particular sample selected for the inquiry is itself one of a large number of similar samples that, by chance, might have been selected under the same sampling specification.

The presence of this sampling error must be borne in mind when interpretir g movements in the figures between the two years. It is estimated that, for the 1976 inquiry, the sampling error of total retail turnover was around ½ per cent of the value of the 1976 estimate (£160 million on a total of £34,429 million) while for total net capital expenditure the sampling error was approximately 1¼ per cent (£10 million on a total of £745 million). The relative standard errors would of course in general be higher for subsets of the data, such as individual kinds of business, than for these totals.

Retailing inquiry for 1977: provisional results by form of organisation and group kind of business — Great Britain

	Businesses [1]	Outlets [2]	Persons engaged [3]	Total turnover [4]	Stocks [5]			Gross margin [7]		
					Beginning of year	End of year	Total turnover divided by end year stocks [6]	Amount	As a % of total turnover	Capital expenditure (net) [8]
	number	number	thousands	£m	£m	£m	ratio	£m	%	£m
Total retail trade	261 103	385 954	2 406	38 881	3 903	4 573	8.1	10 127	27.4	886
Single outlet retailers	230 288	230 288	927	12 741	1 328	1 533	7.9	3 047	25.2	189
Small multiple retailers	29 437	77 189	376	5 784	702	839	6.5	1 557	28.5	104
Large multiple retailers	1 377	78 479	1 102	20 356	1 872	2 201	8.8	5 523	28.5	593
Of which co-operative societies accounted for	236	10 874	154	2 709	202	234	11.2	608	23.2	56
Grocers and general food retailers	52 162	65 390	399	7 767	512	594	12.7	1 248	16.5	130
Other food retailers	49 669	74 409	332	4 920	161	177	27.2	1 154	23.9	76
Confectioners, tobacconists, newsagents	40 664	50 629	243	3 127	212	238	12.4	488	16.6	33
Clothing, footwear and textile retailers	37 541	65 604	298	3 652	631	734	4.6	1 305	38.5	66
Household goods retailers	39 928	61 152	299	5 389	807	942	5.3	2 007	40.4	269
Other non-food retailers	39 015	52 111	235	3 224	556	678	4.5	975	32.2	56
Mixed retail businesses	2 120	16 656	599	10 802	1 023	1 211	8.5	2 949	28.8	257

Note: Totals may not be the exact sums of component items due to rounding

[1] Number of businesses: the estimated number of VAT reporting units with registered turnovers over £5,000 mainly engaged in retailing in 1977 together with other reporting units known to engage in retailing as a subsidiary activity. [2] Number of outlets: this represents the estimated number of retail outlets belonging to retail businesses. In addition to retail shops it includes mobile shops, stalls, credit traders calling on customers, retail outlets on the premises of another trader (a 'shop-within-shop'); in short, any separate place of business whose trading is within scope of the inquiry. It also includes branches outside Great Britain and non-retail branches if businesses were unable to restrict their returns to the area and activity covered by the inquiry. Mail order activity was treated as an outlet in its own right, even if it was conducted from the same premises as normal shop trading. [3] Persons engaged: includes all persons who worked in the business in the week ended 29 October 1977 or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holiday. All working proprietors who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time workers are included, however short the period for which they worked during the week. [4] Turnover: this means the total retail trading receipts, inclusive of VAT, during the year: it includes receipts from the sale of goods and from repairs, rentals and other services provided. It also includes receipts from catering activities when these are carried on in conjunction with retailing and separate catering accounts are not available. Sales against checks of check trading companies are included at their face value. Hire purchase and other credit transactions originated during the year are included at their cost value plus any charge for credit provided by the retailer. The total includes the value of sales by mail order and the value of other sales and charges for services not conducted through shops or other retail outlets. [5] Stocks: these include stocks of goods on hand for sale or processing valued exclusive of VAT, as for balance sheet purposes. Businesses were asked to ensure that the beginning and end-year valuation of stocks was on the same basis. [6] Turnover/stock ratio: the ratio of turnover (exclusive of VAT) to end-year stocks. This gives a guide as to how often, on average, stocks were 'turned-over' in the course of the year. [7] Gross margin: this is the difference between turnover and purchases less stocks at the beginning of the year plus stocks at the end of the year, all figures exclusive of VAT. It represents the fund out of which comes the expenses of running the business and any trading surplus. [8] Net capital expenditure: capital expenditure includes all expenditure charged to capital account during the year, such as new building work, the cost of vehicles and other items of capital equipment, including the total value of those bought on hire purchase. Net capital expenditure is the cost of new building work plus the difference between acquisitions and disposals of vehicles, plant and machinery and other capital equipment. It does not include acquisitions and disposals of land and existing buildings.

Corresponding sampling errors for 1977 are not yet available, but will be published with the final results. They may well, because of the reduction in sample size, prove to be slightly greater than for 1976.

In addition to the errors due to sampling the estimates are also subject to various response and operational errors of the type that would also occur in a census.

Inquiries: Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG, tel. Newport (0633) 56111, ext. 2000.

Notes and definitions

General notes

Accuracy. The results are subject to both sampling and non-sampling errors. They should not, therefore, be regarded as accurate to the last digit shown.

Area covered. The inquiry covered Great Britain (that is, England, Scotland and Wales). Northern Ireland, the Isle of Man and the Channel Islands were excluded.

Form of organisation. The terms co-operative societies, single outlet retailers, small multiple retailers and large multiple retailers are used in the table to denote respectively retail societies of the co-operative movement and retail businesses with one, two to nine or 10 or more retail outlets.

Large. Large as used in kob descriptions (ie large general food retailers and large mixed businesses) refers to businesses with retail turnovers of £1 million or more in 1977. This was also the level adopted for the 1976 inquiry.

Period covered. All businesses were asked to make returns for the calendar year 1977, but if this was not their year of account a return for a business year ending on any date from 6 April 1977 to 5 April 1978 was accepted.

Units covered. The results cover only those units registered for VAT with registered turnovers above the VAT threshold (taken as £5,000 in 1977).

'T & I' index

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Manufacturers stocks in November

It is estimated that manufacturers' stocks were unchanged at 1975 prices, seasonally adjusted, in November 1978. A fall in stocks of finished goods was offset by rises in stocks of materials and fuel and in work in progress.

Monthly figures from January 1978 are shown below:

Stock changes

£ million, 1975 prices, seasonally adjusted

1978	
January	−10
February	+120
March	−70
April	+190
May	+160
June	−80
July	+120
August	+10
September	+30
October	−10
November	—

Inquiries: 01-215 5215/3176.

Cost indices for the aerospace and radio, radar and electronic capital goods industries

November's figures are given in table 2. An explanation of the compilation of the indices was given in *Trade and Industry*, 8 December 1978, page 544.

Multiplication factors

For the convenience of those who use the index numbers in long-term contracts, a table of multiplication factors is provided to enable users to extend the 1970 = 100 series beyond April 1978 with the monthly movements of the equivalent index in the 1975 = 100 series. These factors are obtained by dividing the 1970 = 100 index for April 1978 by the corresponding 1975 = 100 index. In order to extend the 1970 series, the appropriate monthly index on the new base is multiplied by the factor shown in the table.

Multiplication factors for use with cost indices (see text)

1 BOUGHT OUT FINISHED GOODS PURCHASED BY	
Aerospace industry	1.911
Airframe sector	1.900
Aero-engine and aero-engine parts sector	1.916
Aero-engine parts sector	1.878
Aircraft components sector	1.955
2 OTHER MATERIALS PURCHASED BY	
Aerospace industry	2.142
Airframe sector	2.015
Aero-engine and aero-engine parts sector	2.154
Aero-engine parts sector	2.261
Aircraft components sector	2.158
3 ALL PURCHASES OF GOODS BY	
Aerospace industry	1.988
Airframe sector	1.924
Aero-engine and aero-engine parts sector	1.997
Aero-engine parts sector	2.026
Aircraft components sector	2.073
Radio, radar and electronic capital goods industry	1.884
4 SALARIES AND GENERAL EXPENSES	
Aerospace industry	1.929
Airframe sector	1.928
Aero-engine and aero-engine parts sector	1.940
Aero-engine parts sector	1.884
Aircraft components sector	1.887
Radio, radar and electronic capital goods industry	1.786
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS	
Aerospace industry	2.090
Radio, radar and electronic capital goods industry	2.197
6 COMBINED COSTS	
Aerospace industry	1.978
Airframe sector	1.947
Aero-engine and aero-engine parts sector	1.985
Aero-engine parts sector	1.973
Aircraft components sector	1.995
Radio, radar and electronic capital goods industry	1.894

Table 2 **Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively)**

1975 = 100

	1978							
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
1 BOUGHT OUT FINISHED GOODS PURCHASED BY		p	p	p	p	p	p	p
Aerospace industry	151.0	152.0	154.8	155.3	155.6	157.0	159.9	160.1
Airframe sector	149.6	150.1	151.7	152.2	152.6	154.3	157.8	158.1
Aero-engine and aero-engine parts sector	152.3	153.8	157.4	158.1	158.3	159.4	161.8	161.9
Aero-engine parts sector	152.3	153.9	157.2	158.5	158.7	159.6	161.3	161.7
Aircraft components sector	149.3	149.9	151.5	152.3	152.7	154.2	157.2	157.6
2 OTHER MATERIALS PURCHASED BY								p
Aerospace industry	150.8	151.7	153.0	154.0	154.7	156.0	157.3	158.5
Airframe sector	153.1	153.7	155.2	156.1	156.7	157.8	158.7	159.7
Aero-engine and aero-engine parts sector	150.4	151.1	152.6	153.8	154.6	156.4	158.2	159.8
Aero-engine parts sector	149.7	150.9	152.0	153.3	154.2	155.4	156.6	157.8
Aircraft components sector	151.0	152.3	153.2	154.2	154.7	155.8	156.8	157.8
3 ALL PURCHASES OF GOODS BY		p	p	p	p	p	p	p
Aerospace industry	150.8	151.9	154.1	154.8	155.3	156.6	158.9	159.5
Airframe sector	150.6	151.4	153.0	153.6	154.1	155.5	158.1	158.7
Aero-engine and aero-engine parts sector	151.7	153.1	156.1	156.9	157.3	158.5	160.8	161.3
Aero-engine parts sector	151.4	152.7	155.1	156.4	156.9	157.9	159.4	160.1
Aircraft components sector	150.3	151.6	152.7	153.6	154.1	155.3	156.9	157.7
Radio, radar and electronic capital goods industry	149.5	150.6	151.8	152.5	152.8	154.2	156.5	p 157.3
4 SALARIES AND GENERAL EXPENSES		p	p	p	p	p	p	p
Aerospace industry	149.5	149.3	151.4	151.4	151.6	153.3	159.0	158.7
Airframe sector	148.2	148.1	150.1	150.1	150.3	152.0	157.2	156.9
Aero-engine and aero-engine parts sector	151.0	150.8	152.9	153.0	153.2	154.3	160.9	160.7
Aero-engine parts sector	152.2	152.1	154.1	154.3	154.6	156.3	162.4	162.3
Aircraft components sector	150.1	150.0	152.1	152.1	152.2	154.0	160.1	159.8
Radio, radar and electronic capital goods industry	153.0	152.9	155.0	155.0	155.1	157.1	162.7	p 162.3
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS		p	p	p	p	p	p	p
Aerospace industry	138.4	137.8	140.2	140.1	140.2	142.1	144.8	143.9
Radio, radar and electronic capital goods industry	143.0	145.7	148.1	146.9	144.9	146.8	151.5	p 152.3
6 COMBINED COSTS		p	p	p	p	p	p	p
Aerospace industry	148.2	148.6	150.8	151.2	151.4	153.0	156.5	156.5
Airframe sector	147.9	148.2	150.0	150.3	150.6	152.2	155.8	155.8
Aero-engine and aero-engine parts sector	149.0	149.6	152.2	152.6	152.9	154.4	157.8	157.9
Aero-engine parts sector	148.8	149.2	151.5	152.1	152.5	153.9	157.2	157.2
Aircraft components sector	147.3	147.6	149.4	149.7	149.9	151.5	155.2	155.1
Radio, radar and electronic capital goods industry	149.9	150.7	152.5	152.6	152.5	154.2	158.2	p 158.5

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers for the aerospace industry is available only for certain months of the year – manual earnings information is available for April and October each year, ATC salaries information is available for April of each year.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 7 December next year and will affect indices from May this year up to and including those of next August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April articles and these affect series from the preceeding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 5 October.

The indices for wages and salaries for the radio, radar and electronic capital goods industry are based entirely on information relating to average earnings in the electrical engineering industry and all the manufacturing industries respectively.

The cost index tables previously D1-D5 and D7 have been redesignated sections 1 to 6 in the table.

The indices of combined costs are based on the assumption of no change in productivity.

p = Provisional

Inquiries: 01-215 3514

Engineering industries: indices of production up to October

Output of the combined engineering industries for the latest available three monthly period (August to October) was about 2 per cent higher than in the previous three months, a slightly higher rate of increase than between the second and third quarters of 1978. The rise over this period has been concentrated in the mechanical and electrical engineering sectors with little change in instrument engineering.

In the mechanical engineering sector the three monthly movement suggests that the recovery from the low point reached in the fourth quarter of 1977 is continuing. However, the latest three monthly index shows a very minor decline from the latest quarterly figure and may herald a slackening of the upward trend, if not a decline. The performance of the electrical engineering sector continues to improve but again at a reduced rate, and the output of the instrument engineering sector appears to have levelled off following the substantial rise in the second quarter.

Within mechanical engineering, response to the monthly engineering inquiry for October has been poor with the result that the indices of production for eight out of the 20 industries are not based on a firm enough sample to permit publication. This substantially reduces the usefulness of the upper part of the accompanying table. Nevertheless, some interesting points may be noted, in particular the very sharp decline in the 'agricultural machinery' industry (reflecting the current high level of stockholding) and in 'construction equipment' and the strong rise in the 'other non-electrical machinery' industry. Other substantial rises are thought to have occured in 'weighing machinery' and 'power tools' and 'industrial plant and fabricated steelwork' although the precise magnitude of these is as yet uncertain.

In instrument engineering the picture is currently of declining output in the 'scientific and industrial instruments' industry and increasing production in the three minor industries in the sector.

A large majority of the industries in the electrical engineering sector registered falls in the August-October period, including a major setback for the 'records and tapes' industry reflecting the problems currently faced by this industry on the international level. These falls were, however, more than offset in the electrical engineering sector index by increased production in the large 'electronic capital goods' industry, and in 'computers' where the indications suggest a substantial rise although coverage is not high enough to warrant publication at this stage.

Inquiries: On the article and the statistics: Miss L. John, Branch EcS3A, Department of Industry, Room 607, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Indices of production for engineering industries
Seasonally adjusted volume indices

MLH		1975 = 100 Weight (percentage)	1976	1977	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr	1978 1st qtr p	1978 2nd qtr p	1978 3rd qtr p	1978 Aug-Oct average p[1]	Per cent change Aug-Oct on previous 3 months
3310	Agricultural machinery	1.07	96.6	93.6	99.0	88.7	94.6	92.2	91.7	100.3	85.1	80.9	−16
3320	Machine tools	2.94	83.3	80.0	82.0	78.8	79.3	80.0	79.5	79.0	79.6	[2]	
3331	Pumps	1.33	107.6	110.9	112.3	114.6	112.7	103.9	104.9	114.4	111.2	109.2	−4
3332	Valves	1.87	91.2	96.3	98.0	88.6	104.6	94.2	94.7	95.8	99.1	98.9	+2
3333/4	Compressors	1.90	97.9	101.4	100.8	98.8	101.5	104.7	104.5	102.0	102.7	101.3	−1
3340	Industrial engines	1.54	100.9	109.3	112.4	104.8	108.6	111.3	104.5	109.0	104.3	103.5	−4
3350	Textile machinery	1.89	69.6	46.7	52.0	43.3	42.8	48.8	41.0	42.9	38.6	40.0	−4
3360	Construction equipment	2.99	99.1	100.0	110.3	95.6	98.1	96.2	89.4	96.9	89.4	86.8	−9
3370	Mechanical handling equipment	3.72	90.1	88.0	92.5	90.3	88.8	80.6	84.3	88.6	89.0	[2]	
3380	Office machinery	1.25	95.9	97.2	97.1	94.9	97.2	99.4	70.1	71.3	[2]	[2]	
3391	Mining machinery	1.54	93.1	87.2	81.4	85.6	85.9	95.8	106.8	99.6	105.6	[2]	
3392	Printing and paper machinery	1.05	86.7	86.6	87.2	86.3	84.1	88.9	83.6	106.4	99.5	99.1	−6
3393/4	Refrigerating and space-heating machinery	2.40	94.6	93.6	98.0	95.2	93.2	87.9	96.3	96.4	92.9	92.7	−2
3395/6	Weighing machinery and power tools	0.75	99.3	101.6	100.8	104.1	94.4	107.3	117.2	113.2	104.1	[2]	
3397/8	Food processing machinery packaging machinery	1.62	93.6	90.0	90.6	89.2	97.4	82.7	86.7	88.7	92.7	[2]	
3399	Other non-electrical machinery	3.79	96.5	96.5	110.2	93.3	90.2	92.2	103.0	91.8	99.4	101.3	+9
3414	Constructional steelwork	3.51	93.1	79.0	80.8	78.7	80.4	76.1	76.7	84.2	83.3	84.0	–
3415	Industrial plant and fabricated steelwork	9.59	101.9	101.2	99.7	103.9	100.6	100.6	96.7	97.4	115.1	[2]	
3491	Ball, roller and plain bearings	1.76	99.2	97.9	102.3	98.3	96.3	94.8	95.2	95.8	93.8	91.8	−4
	Other mechanical engineering	7.64	95.6	95.5	97.0	94.6	97.6	92.8	98.5	95.6	97.6	[2]	
	Mechanical engineering	54.14	95.1	93.2	95.8	92.6	93.1	91.3	91.8	92.8	95.5	95.3	+2
3510	Photographic and copying equipment	0.42	99.7	103.1	101.1	105.4	105.7	100.3	131.4	136.0	141.1	142.0	+3
3520	Watches and clocks	0.51	91.3	90.5	84.5	88.2	98.1	91.4	87.2	96.5	108.3	106.2	+4
3530	Surgical instruments	1.42	91.5	89.2	91.9	88.3	89.1	87.6	87.5	85.9	88.7	88.8	+3
3540	Scientific and industrial instruments	4.80	98.4	102.0	98.5	103.2	102.5	103.7	102.5	110.2	108.9	108.7	−1
	Instrument engineering	7.15	96.6	98.7	96.3	99.3	99.7	99.4	100.1	105.9	106.8	106.5	–
3610	Electrical machinery	6.81	97.6	102.1	100.1	101.3	104.2	102.6	109.1	103.7	107.8	105.4	–
3620	Wires and cables	2.64	101.6	107.5	109.8	107.9	108.8	103.3	103.0	105.6	105.2	104.1	−2
3630	Telecommunications	4.62	86.8	72.2	72.3	71.8	73.7	71.2	66.7	71.6	66.0	66.1	−6
3640	Electronic components	5.18	106.6	121.4	120.2	122.0	120.5	123.0	133.0	136.0	136.6	135.6	−1
3651	Records and tapes	0.59	93.1	95.7	105.9	92.6	89.1	95.2	100.1	111.4	91.7	83.3	−22
3652	Broadcasting equipment	1.73	92.4	89.7	87.2	84.4	96.5	90.7	93.4	112.0	102.1	101.3	−8
3660	Computers	3.20	103.4	122.4	107.5	116.4	132.9	133.0	143.0	139.2	161.3	[2]	
3670	Electronic capital goods	5.37	104.5	116.0	114.3	113.7	114.5	121.4	119.2	117.8	121.2	123.7	+5
3680	Domestic electrical appliances	3.10	92.2	93.2	100.5	88.3	93.8	90.1	86.8	94.2	93.5	[2]	
3691	Electric parts for vehicles	2.15	97.3	89.7	94.5	98.2	75.1	91.0	99.1	90.1	91.2	91.3	+2
3692/3	Batteries	1.19	99.2	98.4	101.3	88.5	99.0	104.6	101.5	113.6	111.0	109.1	−4
3694	Lamps and other electrical	2.14	96.4	98.0	100.6	98.7	98.1	94.8	106.8	108.6	105.0	106.1	−1
	Electrical engineering	38.71	98.5	102.7	102.0	101.3	103.4	104.1	107.5	108.8	110.2	111.2	+2
	Combined engineering	100.00	96.5	97.3	98.3	96.4	97.6	96.8	98.5	99.9	102.0	102.2	+2

[1] This column is updated monthly, hence comparisons with the quarterly indices in the preceding columns should be undertaken with care. [2] Not available owing to insufficient response.
p Provisional.

Motor vehicle production in December

Car production in the five weeks ending 30 December of 103 575 units (20 715 per week) was 19 per cent below the December 1977 level. In the 12 months to December 1978, car production was 7 per cent below than in the same period last year. Production for export fell by 12 per cent while that for the home market fell by 3 per cent.

Commercial vehicle production of 35 735 units (7147 per week) was 2 per cent below the December 1977 level. Production in the 12 months to December was 3 per cent below that in the corresponding period last year. Production for export fell by 14 per cent while production for the home market rose by 7 per cent.

The summaries which follow are based on the revised seasonally adjusted figures in Table 2.

Car production

Car production in December of 93 000 units was 15 per cent below the average monthly level in 1977. Output in the fourth quarter fell by 29 per cent compared with the third quarter; within the total, production for export fell by 18 per cent while production for the home market fell by 35 per cent.

Commercial vehicles

Commercial vehicle production in December of 31 700 units was 4 per cent below the average monthly level in 1977. In the fourth quarter, output fell by 17 per cent compared with the third quarter. Output for the home market fell by 16 per cent while that for export fell by 19 per cent.

Note

Minor adjustments have been made to the seasonally adjusted figures for January to November so that the annual total matches that of the recorded figures.

Inquiries: Department of Industry, tel. 01-212 0788

Table 1 **Car and commercial vehicle production**

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1978	52	728 365	494 579	1 222 944	23 518	215 550	168 968	384 518	7 395
1977									
1st qtr	13	180 813	149 558	330 371	25 413	51 826	57 676	109 502	8 423
2nd	13	209 665	161 386	371 051	28 542	49 299	51 945	101 244	7 788
3rd	13	166 116	104 554	270 670	20 821	44 036	41 832	85 868	6 605
4th	13	196 601	147 279	343 880	26 452	56 284	45 370	101 654	7 820
1978									
1st qtr	13	210 561	147 930	358 491	27 576	54 949	48 733	103 682	7 976
2nd	13	223 890	138 932	362 822	27 909	61 944	50 322	112 266	8 636
3rd	13	160 389	100 892	261 281	20 099	47 612	34 620	82 232	6 326
4th	13	133 525	106 825	240 350	18 488	51 045	35 293	86 338	6 641
1977									
January	4	66 119	54 069	120 188	30 047	16 932	17 402	34 334	8 584
February	4	49 573	46 109	95 682	23 921	15 376	17 822	33 198	8 300
March	5	65 121	49 380	114 501	22 900	19 518	22 452	41 970	8 394
April	4	64 475	48 998	113 473	28 368	13 394	16 133	29 527	7 382
May	4	80 099	60 057	140 156	35 039	18 860	20 020	38 880	9 720
June	5	65 091	52 331	117 422	23 484	17 045	15 792	32 837	6 567
July	4	47 156	27 939	75 095	18 774	13 007	14 020	27 027	6 757
August	4	51 565	27 605	79 170	19 793	12 628	10 869	23 497	5 874
September	5	67 395	49 010	116 405	23 281	18 401	16 943	35 344	7 069
October	4	55 346	47 810	103 156	25 789	19 283	14 863	34 146	8 537
November	4	63 333	49 199	112 532	28 133	18 198	12 807	31 005	7 751
December	5	77 922	50 270	128 192	25 638	18 803	17 700	36 503	7 301
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665
March	5	78 044	61 086	139 130	27 826	22 854	19 057	41 911	8 382
April	4	68 388	50 721	119 109	29 777	18 802	16 169	34 971	8 743
May	4	76 240	45 363	121 603	30 401	20 824	16 990	37 814	9 454
June	5	79 262	42 848	122 110	24 422	22 318	17 163	39 481	7 896
July	4	40 644	24 273	64 917	16 229	15 209	12 032	27 241	6 810
August	4	51 205	37 669	88,874	22 219	12 160	9 057	21 217	5 304
September	5	68 540	38 950	107 490	21 498	20 243	13 531	33 774	6 755
October	4	42 418	36 836	79 254	19 814	15 967	10 331	26 298	6 575
November	4	29 216	28 305	57 521	14 380	13 548	10 757	24 305	6 076
December	5	61 891	41 684	103 575	20 715	21 530	14 205	35 735	7 147

Note: From January 1978, Land-Rover estate vehicles are being recorded as commercial vehicles rather than as passenger cars. Figures for 1977 have been revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 **Production seasonally adjusted**

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1978	61	41	102	18.0	14.1	32.0
1977						
1st qtr	56	49	105	16.2	18.6	34.8
2nd	67	50	117	16.1	16.3	32.4
3rd	67	42	109	17.4	16.5	33.9
4th	61	47	108	17.5	14.3	31.8
1978						
1st qtr	67	49	116	17.4	16.1	33.5
2nd	70	42	112	19.8	15.4	35.2
3rd	64	41	105	18.8	13.7	32.5
4th	42	33	75	15.8	11.2	27.0
1977						
January	63	58	121	17.6	19.1	36.7
February	52	47	99	15.4	17.9	33.3
March	54	43	97	15.6	18.6	34.2
April	70	52	122	14.6	17.6	32.2
May	69	53	122	18.1	17.8	35.9
June	63	45	108	15.7	13.5	29.2
July	64	41	105	16.8	16.6	33.4
August	66	36	102	17.6	16.7	34.3
September	70	50	120	17.8	16.1	33.9
October	55	48	103	18.1	15.2	33.3
November	58	46	104	17.1	12.8	29.9
December	70	46	116	17.1	15.0	32.1
1978						
January	65	46	111	17.1	16.2	33.3
February	68	43	111	15.8	15.1	30.9
March	69	56	125	19.4	16.9	36.3
April	70	50	120	19.4	16.7	36.1
May	65	40	105	20.1	15.1	35.2
June	74	36	110	20.0	14.3	34.3
July	56	35	91	19.8	14.3	34.1
August	66	48	114	16.9	14.0	30.9
September	72	39	111	19.6	12.9	32.5
October	43	36	79	15.0	10.6	25.6
November	27	26	53	12.8	10.8	23.6
December	55	38	93	19.7	12.0	31.7
Average of						
Jul-Sept 1978	64	41	105	18.8	13.7	32.5
Oct-Dec 1978	42	33	75	15.8	11.2	27.0
Percentage change	−35	−18	−29	−16	−19	−17

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eighth Floor, 1 Victoria Street, London SW1H 0ET.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

29 December 1978

1093675 Matsushita Electric Industrial Co Ltd
Improvements in and relating to high frequency apparatus
1129773 Matsushita Electric Industrial Co Ltd
Improvements in and relating to magnetic materials
1163970 Matsushita Electric Industrial Co Ltd
Welding electrodes
1178661 Matsushita Electric Industrial Co Ltd
Improvements in and relating to electric motor arrangements
1185082 Matsushita Electric Industrial Co Ltd
Improvements in and relating to electric heating apparatus
1188852 Matsushita Electric Industrial Co Ltd
Heat sensitive high molecular weight resistor
1219983 Matsushita Electric Industrial Co Ltd
Improvements in and relating to semi-conductor materials
1250547 Matsushita Electric Industrial Co Ltd
Improvements in and relating to thermal electric cells
1254511 Matsushita Electric Industrial Co Ltd
Improvements in and relating to ferro-magnetic materials
1254582 Matsushita Electric Industrial Co Ltd
Tellerium-lead modified chromium dioxide
1262361 Matsushita Electric Industrial Co Ltd
Convergence device for colour television receiver
1297994 Matsushita Electric Industrial Co Ltd
Photoconductive elements and method of preparing the elements
1301541 Matsushita Electric Industrial Co Ltd
Talking clock apparatus
1302130 Matsushita Electric Industrial Co Ltd
Scanning apparatus for electroluminescent crossed-grid panel
1307605 Matsushita Electric Industrial Co Ltd
Photoconductive material comprising ternary alloy of cadium, selenium and mercury
1310084 Matsushita Electric Industrial Co Ltd
Determination of silver ion concentration in solutions
1310085 Matsushita Electric Industrial Co Ltd
Determination of lead ion concentration in solutions
1310086 Matsushita Electric Industrial Co Ltd
Determination of cupric ion concentration in solutions
1310087 Matsushita Electric Industrial Co Ltd
Determination of zinc ion concentration in solutions
1310088 Matsushita Electric Industrial Co Ltd
Determination of manganous ion concentration in solutions
1310089 Matsushita Electric Industrial Co Ltd
Determination of cadmium ion concentration in solutions
1313989 Matsushita Electric Industrial Co Ltd
Determination of cobaltous ion concentration in solutions
1328946 Matsushita Electric Industrial Co Ltd
Determination of nickel ion concentration in solutions
1330443 Matsushita Electric Industrial Co Ltd
Determination of chromium (III) ion concentration in solutions
1335578 Matsushita Electric Industrial Co Ltd
Improvements in and relating to resistance compositions
1336279 Matsushita Electric Industrial Co Ltd
Oil-immersed type flyback transformer device
1339391 Matsushita Electric Industrial Co Ltd
Infra-red intensity detector utilising pyroelectricity
1344437 Matsushita Electric Industrial Co Ltd
Apparatus for the liquid-phase epitaxial growth of multi-layer wafers
1349675 Matsushita Electric Industrial Co Ltd
Improvements in and relating to display devices
1361778 Matsushita Electric Industrial Co Ltd
Colour still picture display apparatus
1365856 Matsushita Electric Industrial Co Ltd
Improvements in and relating to signal control circuits
1366806 Matsushita Electric Industrial Co Ltd
Dry cell battery
1368843 Matsushita Electric Industrial Co Ltd
Photosensitive semi-conductor device
1369302 Matsushita Electric Industrial Co Ltd
Improvements in and relating to electrical delay lines
1375605 Matsushita Electric Industrial Co Ltd
Improvements in and relating to electric control devices
1375793 Matsushita Electric Industrial Co Ltd
Improvements in and relating to the production of conductive films
1376076 Matsushita Electric Industrial Co Ltd
Improvements in and relating to the manufacture of electrical components
1376707 Matsushita Electric Industrial Co Ltd
Improvements in and relating to record apparatus
1378471 Matsushita Electric Industrial Co Ltd
Liquid fuel burning device with a flame extinguishing
1379366 Matsushita Electric Industrial Co Ltd
Improvements in and relating to the manufacture of electrical resistors
1379478 Matsushita Electric Industrial Co Ltd
Improvements in and relating to electrical resistors
1381062 Matsushita Electric Industrial Co Ltd
Improvements in and relating to materials suitable for use as electrical resistance materials and resistors
1383814 Matsushita Electric Industrial Co Ltd
Holographic system
1386660 Matsushita Electric Industrial Co Ltd
Semi-conductor control device
1391392 Matsushita Electric Industrial Co Ltd
Heat-sensitive recorder
1395172 Matsushita Electric Industrial Co Ltd
Image display system
1395472 Matsushita Electric Industrial Co Ltd
Image reproduction system
1396481 Matsushita Electric Industrial Co Ltd
Improvements in and relating to the manufacture of printed circuit boards
1398499 Matsushita Electric Industrial Co Ltd
Improvements in and relating to photosensitive materials
1401743 Matsushita Electric Industrial Co Ltd
Colour target and method of manufacturing same
1402665 Matsushita Electric Industrial Co Ltd
A thin-film solid electrolytic capacitor and a method of making the same
1404374 Matsushita Electric Industrial Co Ltd
Tungsten inert gas arc welding striking device
1409766 Matsushita Electric Industrial Co Ltd
Ultrasonic delay line
1417803 Matsushita Electric Industrial Co Ltd
Luminous radiation panel apparatus
1424314 Matsushita Electric Industrial Co Ltd
Video signal processing system
1425100 Matsushita Electric Industrial Co Ltd
Improvements in and relating to image modifying apparatus
1425265 Matsushita Electric Industrial Co Ltd
Improvements in and relating to image apparatus
1427291 Matsushita Electric Industrial Co Ltd
Electronic engraving system
1436675 Matsushita Electric Industrial Co Ltd
Apparatus for receiving encoded facsimile signals with minimised effect of pulse error introduced during transmission
1438457 Matsushita Electric Industrial Co Ltd
Improvements in and relating to magnetic materials
1440148 Matsushita Electric Industrial Co Ltd
Improvements in and relating to the coating of surfaces
1445513 Matsushita Electric Industrial Co Ltd
A photographic image pick-up and coding system of run-length type
1451183 Matsushita Electric Industrial Co Ltd
Induction heating apparatus
1454724 Matsushita Electric Industrial Co Ltd
Improvements in and relating to ferro electric materials
1414371 Regie Nationale des Usines Renault and Automobiles Peugeot
Improvements in electro-magnetically operated ball-type fluid injectors
1438471 Regie Nationale des Usines Renault and Automobiles Peugeot
Apparatus for cleaning pane of glass such as that of the headlight of a motor vehicle
1447902 Regie Nationale des Usines Renault and Automobiles Peugeot
Snubber unit for safety belt
1453137 Regie Nationale des Usines Renault and Automobiles Peugeot
An improved device for temporarily adjusting the level of one end of the body of a motor vehicle
1463861 Regie Nationale des Usines Renault and Automobiles Peugeot
A fuel injection system for an internal-combustion engine
1463862 Regie Nationale des Usines Renault and Automobiles Peugeot
A system incorporating two control devices and a control loop
1440053 Regie Nationale des Usines Renault
Improvements in devices for coupling together a pair of coaxial rotary shafts, with variable angular timing under running conditions, notably for engine valve gear drive
1382811 The Post Office
Improvements in or relating to clips
1409610 The Post Office
Improvements in or relating to telephone exchanges
1455405 The Post Office
Improvements in or relating to conference units
1464658 The Post Office
Improvements in or relating to pedestrian controlled vehicles
1473655 The Post Office
Improvements in or relating to dielectric waveguides
1520634 The Post Office
Digital encoding system
1200021 EMI Ltd
Identification device
1384465 EMI Ltd
Laminated article and method of making same

Wholesale textile houses: sales and stocks in November

Sales by wholesale textile houses in November showed an increase of 13 per cent on a year earlier, compared with an increase of 11 per cent in September and an increase of 15 per cent in October.

The value of stocks at the end of November showed an increase of 13 per cent compared with the same period last year.

Inquiries: These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [2]
	Nov 1978	Jan-Nov 1978	Nov 1978
Women's knitted outerwear, blouses and skirts	30	7	9
Women's coats, costumes, furs and raincoats	−1	26	−10
Women's underwear	14	5	−5
Women's hose and children's socks	22	4	47
Haberdashery, ribbons and wool	−13	4	16
Children's wear	−23	−15	−17
Men's and boys' ready made clothing and overalls	19	8	22
Gloves	4	8	−10
Piece-goods and nets	−55	−19	27
Household textiles	8	3	16
Floor coverings, furniture and hardware	21	24	24
Boots and shoes	14	−5	41
Total [1]	13	12	13

[1] Including some items not included among the sub-headings.
[2] Values at cost.

Table 1 Textiles: wholesale sales and stocks

Index numbers and percentage increase compared with a year earlier 1950 = 100

		Value of home sales		Value of stocks end period	
1966		110	−3	..	..
1967		104	−5	..	..
1968		108	4	..	..
1969		103	−5	..	..
1970		107	4	..	..
1971		115	8	..	..
1972		121	5	..	..
1973		134	11	..	..
1974		147	9	..	..
1975		147	1	..	..
1976		146	−1	..	..
1977		149	2	..	..
1976	1st quarter	133	−8	234	7
	2nd quarter	127	−6	212	8
	3rd quarter	149	2	204	6
	4th quarter	176	8	228	2
1977	1st quarter	140	5	252	7
	2nd quarter	125	−2	224	6
	3rd quarter	153	3	214	5
	4th quarter	180	2	228	—
1978	1st quarter	144	3	234	−7
	2nd quarter	141	13	222	−1
	3rd quarter	179	17	234	10
1977	November	163	−4	245	7
	December	175	—	228	—
1978	January	91	7	213	−3
	February	149	1	224	−10
	March	191	3	234	−7
	April	138	−1	211	−8
	May	148	15	231	−4
	June	138	28	222	−1
	July	133	12	240	1
	August	183	29	239	5
	September	221	11	234	10
	October	230	15	233	10
	November	184	13	277	13

1463806 EMI Ltd
Improvements relating to radar systems including digital processing arrangements
1359659 Associated Engineering Ltd
Heat exchangers
1443694 Associated Engineering Ltd
Heat exchangers
1256125 Matsushita Electronics Corporation
Magnetron assembly
1413290 Olivier Breting
Improvements in and relating to a motorised roller for a conveyor
1523991 BFG Glassgroup
Coating of glass

2 January 1979

988922 Ford Motor Co Ltd
Hand brake control mechanism for a motor vehicle
992622 Ford Motor Co Ltd
External band brakes
993102 Ford Motor Co Ltd
Automatic transmissions for automotive vehicles
1004818 Ford Motor Co Ltd
Hydrodynamic drive devices for automatic transmissions for motor vehicles
1009057 Ford Motor Co Ltd
Improvements in or relating to the manufacture of heat exchangers
1011378 Ford Motor Co Ltd
Motor vehicle parking brake mechanism
1018543 Ford Motor Co Ltd
Automatic carburettor choke
1020430 Ford Motor Co Ltd
Hydraulic servos
1035572 Ford Motor Co Ltd
Hydrodynamic torque converters and motor vehicle transmissions
1074523 Ford Motor Co Ltd
Vehicle transmission
1080920 Ford Motor Co Ltd
Automatic change speed transmission
1145423 Ford Motor Co Ltd
Combined cooling system for an internal-combustion engine cylinder block and engine lubricant
1164381 Ford Motor Co Ltd
Improvements relating to vehicles and methods of loading and unloading them
1169101 Ford Motor Co Ltd
Trim assemblies
1182041 Ford Motor Co Ltd
Power transmission mechanisms
1189795 Ford Motor Co Ltd
Power transmission clutch structure
1191619 Ford Motor Co Ltd
Method of rolling an inner ball bearing race
1199713 Ford Motor Co Ltd
Hydrokinetic power transmission mechanism having a mechanical friction lock-up clutch and vibration damper
1201291 Ford Motor Co Ltd
Windscreen cleaning systems
1202482 Ford Motor Co Ltd
Motor vehicle leaf spring assembly
1203585 Ford Motor Co Ltd
Multiple ratio hydrokinetic torque converter transmission with split-torque lock-up clutches in the converter housing
1203586 Ford Motor Co Ltd
Process for assembling shell moulds
1204801 Ford Motor Co Ltd
Metallic compositions
1204802 Ford Motor Co Ltd
Metallic compositions
1206263 Ford Motor Co Ltd
Automatic speed control for an automotive vehicle
1226516 Ford Motor Co Ltd
Bowden wire cable assembly
1233862 Ford Motor Co Ltd
Dynamoelectric machine
1243612 Ford Motor Co Ltd
Electronic fuel injection system
1315581 Ford Motor Co Ltd
Electronic circuit for detecting and evaluating angular acceleration and decelaration of a rotary member
1327831 Ford Motor Co Ltd
Vehicle speed synthesiser
1327985 Ford Motor Co Ltd
Motor vehicle sun visor
1329792 Ford Motor Co Ltd
Four-speed automatic transmission mechanism having three simple planetary gear units
1350184 Ford Motor Co Ltd
Automatic transmission controls for an automotive vehicle driveline
1352821 Ford Motor Co Ltd
Motor vehicle sun visor
1358941 Ford Motor Co Ltd
A variable reluctance motor and control circuit therefor
1358942 Ford Motor Co Ltd
A variable reluctance motor and control circuit therefor
1364223 Ford Motor Co Ltd
Permanent magnet dynamoelectric machine
1373747 Ford Motor Co Ltd
Internal-combustion engine having spark timing control means
1381234 Ford Motor Co Ltd
Electrical terminal
1395313 Ford Motor Co Ltd
A headlamp, in particular for motor vehicles
1410727 Ford Motor Co Ltd
Making soldered joints
1418255 Ford Motor Co Ltd
Window regulator mechanism
1424165 Ford Motor Co Ltd
Method and apparatus fpr determining the integrity of the cooling system of a liquid cooled internal combustion engine
1424944 Ford Motor Co Ltd
A motor vehicle energy absorbing apparatus having an impact sensor assembly
1436984 Ford Motor Co Ltd
Constant voltage source circuit
1443591 Ford Motor Co Ltd
Carburettor
1449543 Ford Motor Co Ltd
Automatic clutch control system

12 January 1979

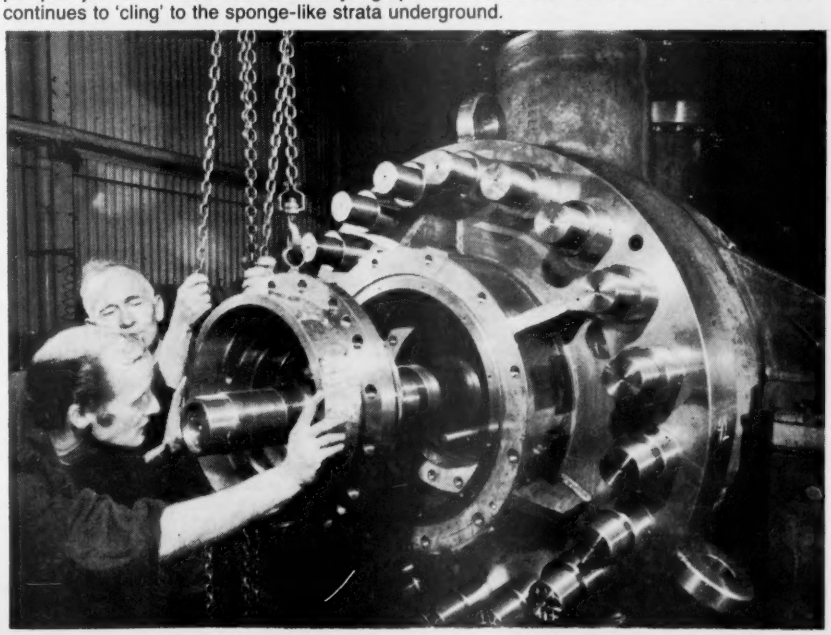
1065953 Matsushita Electric Industrial Co Ltd
Semiconductor devices
1109705 Matsushita Electric Industrial Co Ltd
Wet-type air depolarised cell
1123338 Matsushita Electric Industrial Co Ltd
Layer-built dry batteries
1151145 Matsushita Electric Industrial Co Ltd
Process of preparing pure hydrogen electrolytically
1189811 Matsushita Electric Industrial Co Ltd
Slow wave structure
1207266 Matsushita Electric Industrial Co Ltd
High-voltage generating apparatus
1208394 Matsushita Electric Industrial Co Ltd
Process for fabricating electroluminescent elements
1221823 Matsushita Electric Industrial Co Ltd
Thermoluminescent phosphor
1231169 Matsushita Electric Industrial Co Ltd
Tape termination alarm device
1264142 Matsushita Electric Industrial Co Ltd
Dial plate arrangements
1266011 Matsushita Electric Industrial Co Ltd
Magnetic recording and reproducing apparatus
1269315 Matsushita Electric Industrial Co Ltd
Apparatus for compression moulding power material within containers
1298276 Matsushita Electric Industrial Co Ltd
Magnetic tape duplicating apparatus
1298751 Matsushita Electric Industrial Co Ltd
Thermoluminescent dosimeter
1299782 Matsushita Electric Industrial Co Ltd
Information transmitting and receiving system
1307694 Matsushita Electric Industrial Co Ltd
Programming apparatus for switching predetermined electrical equipment
1321974 Matsushita Electric Industrial Co Ltd
Optical projection apparatus
1369114 Matsushita Electric Industrial Co Ltd
Facsimile device
1370051 Matsushita Electric Industrial Co Ltd
Method of making intercell connections in an electrical storage battery
1387453 Matsushita Electric Industrial Co Ltd
Electrostatic electroacoustic transducer
1390191 Matsushita Electric Industrial Co Ltd
An electric motor disc armature
1407166 Matsushita Electric Industrial Co Ltd
Electromagnetic beam deflection yoke
1409831 Matsushita Electric Industrial Co Ltd
Dichromatic thermosensitive paper
1414892 Matsushita Electric Industrial Co Ltd
Improvements in and relating to television receivers
1415225 Matsushita Electric Industrial Co Ltd
Electromagnetic coil and method for manufacturing the same
1418828 Matsushita Electric Industrial Co Ltd
Heating and/or cooling apparatus
1424782 Matsushita Electric Industrial Co Ltd
Improvements in and relating to magnetic recording and reproducing devices
1409569 Hexachimie
Amino derivatives of 2, 2-Diaryl-cyclopropane
1415541 Hexachimie
1-aminomethyl-2, 2-diaryl-cyclopropane-carboxamide
1417174 Hexachimie
1-(2-Δ^2-imidazolinyl-2, 2-diarylcyclopropanes
1417175 Hexachimie
Chlorinated derivaties of 1-(2 Δ^2-imidazolinyl-2, 2-diarylcyclopropanes
1305005 Agfa-Gevaert Aktiengesellschaft
Extruder for the production of films
1407929 Agfa-Gevaert Aktiengesellschaft
Apparatus for continuously measuring the surface temperature of moving webs
1457737 Presswork-Components Ltd
A key-operated locking mechanism
1457738 Presswork-Components Ltd
A key-operated locking mechanism
1480654 Standard Telephones and Cables Ltd
Outpulser arrangement for telephone subset
1489923 Standard Telephones and Cables Ltd
Frequency measuring arrangement
1019484 Holand, Hannen and Cubitts Ltd
Building constructions
1245168 Societe De Construction Et D'Exploitation De Materiels Et. Mateurs S.C.E.M.M.
Improvements in/or relating to rotors
1360579 Matsushita Graphic Communication Systems Inc
Developer particle supply device
1387378 United States Department of Energy
Refuse and sewage polymer impregnated concrete
1524326 B. F. G. Glassgroup
Coating of glass

Any person who claims that the proprietor of the patent is, and was at the time of entry precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Powerful pumps for big oilfields

This sea water injection pump, under construction at Weir Pumps Ltd in Scotland, is destined for the world's largest oilfield, the Ghawar field in Saudi Arabia. Fourteen of them will be supplied. The pumps inject sea water under extremely high pressure into an oil well to force out the oil that continues to 'cling' to the sponge-like strata underground.



Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Eighth floor, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

New booklet of indices for current cost accounting

The ninth edition of 'Price index numbers for current cost accounting' (Pincca) was published on Wednesday (17 January).

Pincca is a booklet of price indices for companies and others who wish to prepare accounts or supplementary statements on the current cost basis. It is specified as a source of indices for the UK in the interim recommendation (the 'Hyde Guidelines') issued by the Accounting Standards Committee. It presents all the industry-specific price indices for plant and machinery and stocks, and all the asset-specific indices likely to be useful for revaluing fixed assets, which are available at present. It also includes some price indices for buildings and works and the general index of retail prices.

Pincca is published by HMSO, price £3.50 or £3.79 including postage.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 26 January 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which the quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Red	BR/E 39902/28/1/84	24	24 January	Twentieth Century-Fox Film Co. Ltd.	Kampas Films Ltd
Tarka the Otter	BR/E 39904/28/1/84	91	26 January	Rank Film Distributors Ltd.	Tor Films Ltd
A Fantasy for Real	BR/E 39906/28/1/84	26	26 January	United Artists Corporation Ltd.	Snasdell Productions Ltd.
Movietone News 2590	BR/E 39831/28/1/84	8	26 January	British Movietonews Ltd.	British Movietonews Ltd.
FOREIGN					
French Erotic Fantasies	F39882	70	22 January	Target Inernational Pictures Ltd.	FFCM Paris
Damien-Omen II	F39901	106	22 January	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corpn. California
Matilda	39903	91	26 January	Rank Film Distributors Ltd.	Aspen Productions inc. California
The Chant of Jimmie Blacksmith	F39905	122	26 January	Twentieth Century-Fox Film Co. Ltd.	Filmhouse Australia PTY Ltd. Sth. Melbourne
Pink Campaign	F39907	7	26 January	United Artists Corporation Ltd.	Mirisch Geoffrey df. California
The End	F39908	110	26 January	United Artists Corporation Ltd.	Burt Reynolds Production inc and Lawrence Gordon Productions inc. California

Note
The registration number of the film 'Flight to Paradise' registered on 19 January was incorrectly recorded and should have read BR/E 39900/21/1/84.

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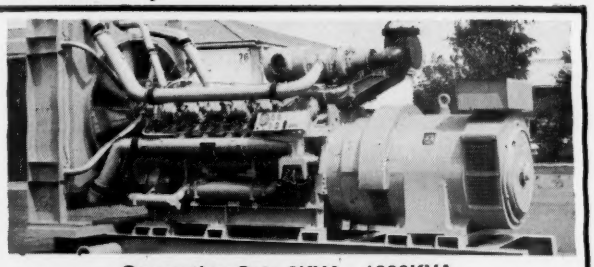

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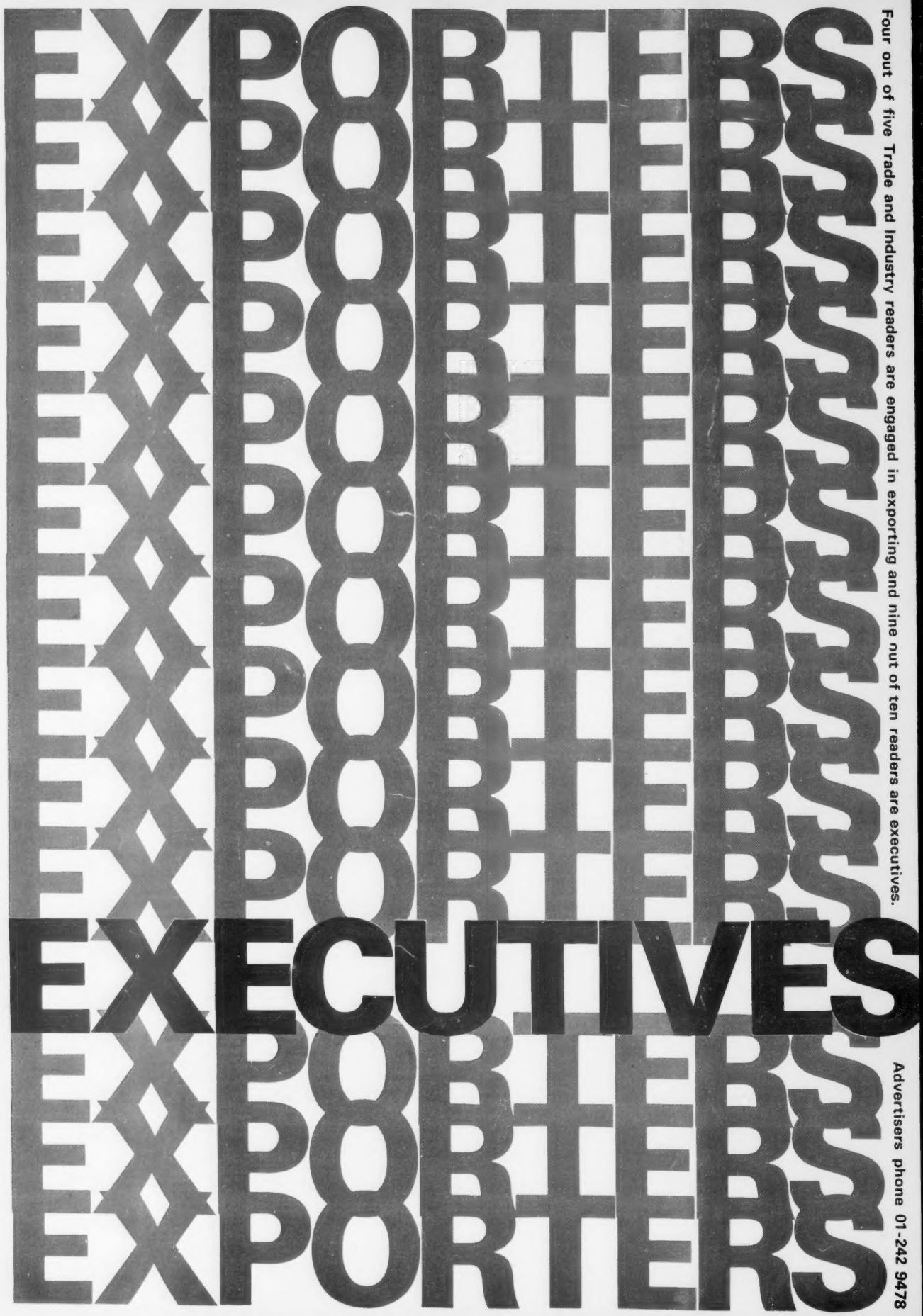

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